Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

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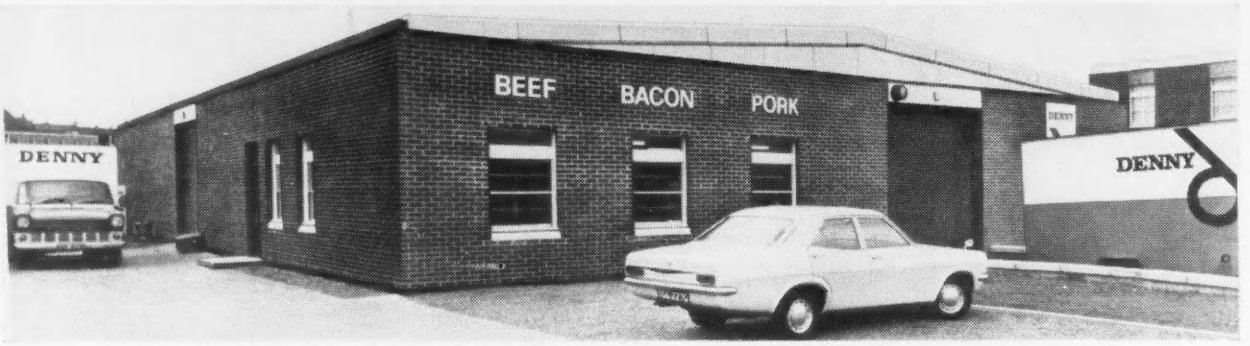

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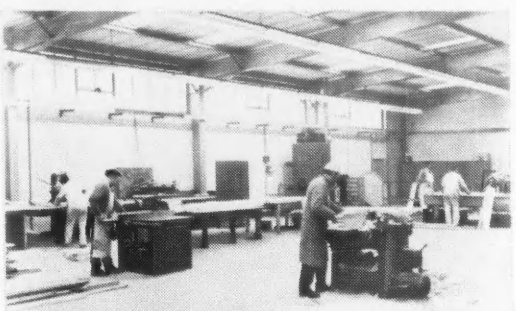

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Trade and Industry

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Index to Statistics 202
Subscriptions, Advertisements, Reprints 202
New White Paper details public spending plans to 1974-75 205
British membership of EEC would bring political benefits to United States – Mr. Anthony Barber 207
DTI appointment for Mr. James Cross 207
ECGD backing for export contracts 207
New edition of EFTA Compendium 207
Government involvement in travel agency business 208
Anglo-French agreement on next steps for Channel Tunnel 208
Costs and charges in motor repair and servicing industry 208
Allocation of Government factory at Blackwood 208
Large-scale mineral exploration of Northern Ireland 208
Exports a feature of company's expansion plans in Northern Ireland 209
Leading hosiery firm expands again in Northern Ireland 209
Issue of import licences during postal strike 209
Import duty on whole apricot kernels to be removed 209
Application for temporary exemption from import duty 209
Import licence for Russian crude oil 210
Purchase tax on drugs and medicines 210
AEA to organize export symposium 210
CBI-BSI conference on European industrial activities 210

Aviation and Shipping

Mr. Anthony Grant at shipping meeting in Tokyo 211
Re-appointments to West Midlands Advisory Committee for Civil Aviation 211
Minister answers questions on Skyways Coach Air Ltd. 211
New passenger terminal at Machrihanish 211

Parliamentary Answers 212

Government surplus sales 214

STATISTICS

The economy: selected indicators 216
Car and commercial vehicle production in 1970 217
Business Monitor 218
Registration of British and foreign films 218

EXHIBITIONS AND FAIRS

Mr. Davies opens 'More Value By Design' exhibition 219
Over 400 show at Hardware Trades Fair 219
Plovdiv, Bulgaria '71 – gateway to a growing market 219
Exhibitors have a busy time at new Frankfurt Fair 220
California trade drive 220
British boats score a big hit at the Paris Boat Show 221
'Pride' of lions for Chelsea Antiques Fairs 221
British trade drive in Switzerland begins 222

Passing the million mark i-iv

Changes in the Programme of Trade Promotions and in lists of Trade Fairs and Exhibitions throughout the world 223

OVERSEAS TRADE AND EXPORTS

The British Chamber of Commerce in Spain 227
Export Opportunities: Export Intelligence Service 228
Export Missions and Tours 232
Export Orders 233

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Austria: Food labelling regulations 236
Belgium and Luxembourg: Changes in excise duties 236
Canada: Safety packaging for dispensed medicines 244
Chile: Amendments to tariff, permitted import list and prior deposits 243
East Africa: Customs tariff changes 238
France: Liberalization of imports. Import regulations for certain foodstuffs. Global quota for preserved tunny fish and bonitos. Duty quota for herrings. Customs tariff modifications 235
Honduras: Customs tariff, import control and monetary policy changes 241
Israel: Law of contracts 237
Italy: Chemical additives to foodstuffs. Ban on poultry imports 236
Libya: Marine insurance 237
Mexico: Import licensing amendments 240
New Zealand: Emergency Protection Authority. Customs tariff inquiry: 'rotoridgers' 238
Norway: Price freeze 237
Peru: Changes in excise tax on tobacco and alcoholic beverages 240
Sierra Leone: Application for import licences, 1971 237
Singapore: Customs duties amendments 238
Spain: Customs tariff modifications. Duty-free import quotas. Customs duty: acrylic fibres and yarns. Duty-free import quota: coking coal 236
Turkey: Decreases in rates of import duty. Revocation of GATT Tariff Concessions 237
United States: Motor vehicle safety standards. DDT and 2, 4, 5-T products. Non-rubber footwear report. Trade regulation rule-amplifiers. Fair packaging and Labelling Act: candles 243
Uruguay: Prior deposits 241
Venezuela: Tariff rates lowered on some types of ships and boats 241
Yugoslavia: Devaluation of the dinar 236
Zambia: Import control 237

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

A new mobile fire-fighting unit developed by Angus Fire Armour Division of George Angus and Co. Ltd., is particularly suited to the protection of industrial premises. Its capacity is 75 kg of dry powder which makes it effective against a variety of hazards including both oil and electrical fires, and its manoeuvrability enables it to operate in confined spaces. It is also extremely useful as a mobile reinforcement for fixed fire protection installations in emergencies, or as a standby unit during maintenance on the main installation.

The illustration shows its striking range, using the hand-held discharge gun. Duration of discharge is upward of 45 seconds, using any kind of dry powder. Already 50 per cent of orders for the machine have been for export markets where its competitive price, versatility and high mobility have found favour.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last Published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	16 Dec. 1970
UK balance of payments (Q)	23 Dec. 1970
Bankruptcy orders (Q)	28 Oct. 1970
Business names registered (A)	27 Jan. 1971
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	20 Jan. 1971
Industry's investment intentions (3 times a year)	20 Jan. 1971
Catering trades turnover (M)	13 Jan. 1971
Chemicals industry (Q)	11 Nov. 1970
Companies:	
Acquisitions and mergers (Q)	2 Dec. 1970
New companies registered:	
Gt. Britain (M)	27 Jan. 1971
N. Ireland (M)	23 Dec. 1970
Computers:	
UK computer market (Q)	13 Jan. 1971
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	13 Jan. 1971
International trade credit (A)	15 April 1970
ECGD business (Q)	2 Dec. 1970
Electronics capital equipment deliveries, research and development (Q)	27 Jan. 1971
Engineering and electrical goods:	
Production, exports and orders (M)	27 Jan. 1971
Film industry:	
British Film Fund Agency returns (M)	13 Jan. 1971
Cinema admissions and takings (M)	6 Jan. 1971
Overseas payments and earnings (A)	23 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	23 Dec. 1970
Footwear industry orders and deliveries (M)	27 Jan. 1971
Foreign trade:	
EFTA trade (Q)	9 Dec. 1970
Industrial countries trade and production (Q)	4 Nov. 1970
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	13 Jan. 1971
Value of overseas trade (M)	20 Jan. 1971
Value of overseas trade: analysis of trends (Q)	4 Nov. 1970
Gold and convertible currency reserves (M)	13 Jan. 1971
Hairdressing trades turnover (M)	13 Jan. 1971
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	13 Jan. 1971
Industrial building (Q)	28 Oct. 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	20 Jan. 1971
N. Ireland index (M)	27 Jan. 1971
Wales index (Q)	23 Dec. 1970
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	13 Jan. 1971
Machine tools deliveries and orders (Q)	16 Dec. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	18 Nov. 1970
Deliveries (Q)	18 Nov. 1970
Production (M)	13 Jan. 1971
Volume of production (M)	13 Jan. 1971
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	13 Jan. 1971
Office development permits (Q)	30 Dec. 1970
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	27 Jan. 1971
Retail trades:	
Index nos. (M)	13 Jan. 1971
N. Ireland index (M)	20 Jan. 1971
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	23 Dec. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Steel consumption (Q)	23 Dec. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	20 Jan. 1971
Retail (M)	20 Jan. 1971
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	27 Jan. 1971
Cotton production (M)	27 Jan. 1971
Hosiery production (M)	27 Jan. 1971
Wholesale houses sales (M)	20 Jan. 1971
Wool exports (Q)	25 Nov. 1970
Wool output (M)	27 Jan. 1971
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	13 Jan. 1971
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1970
Index nos. (M)	20 Jan. 1971

Departments of Trade and Industry Organizations, etc.

Subjects	Last Published
DTI addresses (former BOT offices)	19 Aug. 1970
DTI Regional Directors (Export)	7 Oct. 1970
British Commercial representatives overseas	13 Jan. 1971
Customs notices of interest to expoters	20 Jan. 1971
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	20 Jan. 1971
Half-yearly index – July to October 1970	9 Dec. 1970
Official receivers' offices	20 May 1970
Programme of trade promotions	4 Nov. 1970
Release dates of economic statistics	20 Jan. 1971

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New White Paper details public spending plans to 1974-75

A NEW WHITE PAPER, 'Public Expenditure 1969-70 to 1974-75 was published on January 28 (Cmnd. 4578, HMSO, 9s. (45p)), which, according to Mr. Anthony Barber, Chancellor of the Exchequer, 'is the result of the most fundamental review of Government expenditure ever undertaken.' Mr. Barber, who was addressing the American Chamber of Commerce on January 27, said the object was to reduce the rate of growth of public expenditure from 3.5 per cent a year to 2.8 per cent.

This is the second in the annual series of White Papers on public expenditure, providing a basis for discussion in Parliament and in the new Select Committee on Expenditure. The White Paper fills in the details in the outline plans for public expenditure up to 1974-75 which were set out in 'New Policies for Public Spending' (Cmnd. 4515, published on October 27. See also *Trade and Industry*, November 4, 1970, page 113). It shows the new programmes alongside those of the previous Administration's White Paper of a year ago (Cmnd. 4234).

In comparison with that White Paper, the programmes for later years of the period which it covers are shown in substantially greater detail; and, as explained below, it contains a refinement of the price basis on which the programmes are expressed which gives a more accurate picture on the claims on resources which they imply. On the other hand it does not follow Cmnd. 4234 in giving projections of revenue.

The plans set out in the White Paper are those which the Government have decided upon for the purposes of managing public expenditure up to 1974-75. Starting from expenditure of £21,300 million in 1969-70, at this year's prices, they provide for an increase at those same prices of 2.6 per cent a year on average; or 2.8 per cent from 1971-72, as announced in Cmnd. 4515, compared with 3.5 per cent under the previous programmes as they stood when the Government took office. These percentage rates are calculated excluding investment grants throughout, because expenditure on those grants is replaced by capital allowances.

The level of expenditure now planned for 1974-75 is about £1,600 million (at this year's prices) lower than it would have been under the previous programmes. Allowing for the cost to the Exchequer of the capital allowances, the net saving to public funds is £1,100 million in that year. The changes of policy producing these reduced programmes were set out in Cmnd. 4515, and are summarized in the Annex (see page 206).

Two kinds of measurements of expenditure are given in this White Paper. One, on the ordinary basis of constant prices, is a measure of the quantity of goods and services purchased by each individual programme. But this is not a complete measure of the cost to the nation of the use of these resources, because it leaves out of account the fact that some prices move at different rates from others; this is notably the case where manpower is involved, since the public services offer less scope for increases in productivity. An adjustment to give a more accurate picture of the claims on resources of the public sector was introduced as a total figure in Cmnd. 4234; and a similar adjustment is repeated in the new White Paper.

On the latter basis, about £1,000 million more at this year's prices will be allocated to the education and health and welfare programmes in 1974-75 than in 1970-71; and £700 million more to roads, public safety, protection from crime, anti-pollution, and local amenities generally. Provision for defence in 1974-75 will still be at about the same level as this year.

Within the general plan, expenditure of the central Government up to 1972-73 will be rising by about 1¼ per cent a year, and that of the local authorities by about 3½ per cent.

Public expenditure by groups of programmes: 1969-70 to 1974-75

£ million

	1969-70 Provisional outturn	1970-71 Estimate	1971-72 Estimate	1972-73 Estimate	1973-74 Estimate	1974-75 Estimate
At 1970 Survey prices:						
Defence and external relations	2,821	2,771	2,720	2,665	2,704	2,740
Commerce and industry	1,648	1,698	1,669	1,365	1,130	975
Nationalized industries capital expenditure	1,446	1,501	1,496	1,546	1,627	1,760
Transport and miscellaneous local services	3,413	3,663	3,768	3,940	4,055	4,163
Social services	7,925	8,393	8,734	8,947	9,168	9,357
Other services	922	1,006	1,027	1,061	1,090	1,118
Debt interest †	2,186	2,103	1,980	1,950	1,890	1,810
Contingency reserve	—	—	125	250	375	500
Shortfall	—	–200	–100	–100	–100	–100
Adjustments to 1970-71 outturn prices and relative price effect	955	853	840	1,035	1,200	1,350
At 1970-71 outturn prices						
Total	21,316	21,788	22,259	22,659	23,139	23,672
Annual percentage increase in total public expenditure‡		2·6	2·0	3·2	2·7	2·6
Average annual percentage increase 1969-70 to 1974-75‡						2·6

†The estimates of debt interest rest on certain conventional assumptions
‡ These annual percentage changes are calculated with expenditure on investment grants excluded

The plans in this White Paper may be affected in due course by the results of the continuing reviews of Government activity as outlined in 'The Reorganization of Central Government' (Cmnd. 4506).

Department of Trade and Industry

Part 2 of the White Paper, which gives details of individual programmes of public expenditure, contains the following information on the Department of Trade and Industry.

General services

1. This section covers expenditure on Government Research Establishments and those of the Atomic Energy Authority, other Government research and development, support for industrial technology (e.g. through research associations) and the cost of the department's administration. The figures allow for decreases in projected expenditure on these items reflecting the decisions set out in Cmnd. 4515.

Promotion of local employment

2. Expenditure on the promotion of local employment comprises loans and grants to firms providing additional employment in the development and intermediate areas, the development of industrial estates and the provision of factories. The figures allow for the extended measures of assistance under the Local Employment Acts detailed in (*a*) to (*c*) of paragraph 14 of the White Paper on 'Investment Incentives' (Cmnd. 4516).

Investment grants

3. The figures reflect the decision to discontinue investment grants. Residual grant expenditure arising from contracts entered into before October 27, 1970, will continue for some years but the amount cannot be forecast with precision at this stage; it has been assumed that in 1974-75 it will be £65 million.

Assistance to the coal industry

4. Provision is made for continued assistance to mitigate

WHITE PAPER ON PUBLIC SPENDING, *continued*

problems arising from the contraction of the coal industry up to March 1974, though the continuation of the redundancy scheme after March 1972 is subject to review next year.

Industrial Reorganization Corporation

5. Following the decision to wind up the Industrial Reorganization Corporation expenditure previously assumed to run at up to £40 million a year is eliminated. For 1971-72 the saving is £10 million higher than was assumed in Cmnd. 4515. The negative figures in later years indicate repayments.

Other services

6. This covers promotion of tourism, exports, etc., and other expenditure including assistance to the shipbuilding industry, existing industrial investment schemes and miscellaneous nuclear expenditure. By 1974-75 the main expenditures will be on loans to British Nuclear Fuels Ltd. and the Radiochemical Centre Ltd. (two new companies to be set up with public sector participation to take on certain trading activities from the Atomic Energy Authority) and on services to promote tourism and exports. These last include expenditure by the British Tourist Authority and the English Tourist Board, and expenditure administered by the Tourist Board on the hotel loans and grants scheme (which is not to be renewed when its existing time limits run out) and on the new limited scheme of assistance to tourism in development areas. It also covers expenditure on trade fairs, on grants to the British National Export Council and on assistance to the National Exhibition Centre and to certain other bodies, principally the Council of Industrial Design and the National Film Finance Corporation.

Trade and industry

£ million

	1969-70 Provisional outturn	1970-71 Estimate	1971-72 Estimate	1972-73 Estimate	1973-74 Estimate	1974-75 Estimate
At 1970 Survey prices						
Department of Trade and Industry:						
General services	99·0	105·2	99·1	97·0	94	91
Promotion of local employment	45·6	48·9	57·3	65·8	70	74
Investment grants	573·4	504·0	552·0	261·0	126	65
Assistance to coal industry	24·8	26·6	17·5	15·0	13	8
Industrial Reorganization Corporation	30·2	25·0	0·5	– 2·5	– 7	– 4
Other services	27·8	57·7	39·7	37·2	11	30
Total	800·8	767·4	766·1	473·5	307	264

ANNEX: NEW POLICIES FOR PUBLIC SPENDING

On October 27, 1970, the Chancellor announced the Government's new policies for public spending and a White Paper was issued summarizing the effects on public expenditure programmes (Cmnd. 4515).

The White Paper showed that the public expenditure totals as they would have been on the policies existing before the Government's review would be reduced by about £330 million in 1971-72 and by nearly £1,600 million in 1974-75. The rate of increase in total expenditure between these two years had therefore been reduced from 3.5 to 2.8 per cent a year.

The main changes shown on individual programmes were:

a. Defence. Although allowing for additional expenditure in South-east Asia and on the expansion of the Territorial and Army Volunteer Reserve, total defence spending plans were substantially reduced.

b. Commerce and Industry. Investment grants were to be withdrawn and replaced by investment allowances; the Regional Employment Premium was to be stopped in 1974; and the Industrial Reorganization Corporation wound up. Extra expenditure was to be incurred on training and on assistance in development areas.

c. Nationalized Industries. The previous plans for the acquisition of ports and port business were dropped.

d. Roads and Transport. Some low priority road works were deferred and assistance to British Rail reduced.

e. Social Services. Charges for school meals, and prescription, dental and spectacle charges, were to be increased. Free school milk to children over seven and cheap welfare milk were to end; so was the entitlement to unemployment benefit for the first three days of absence. But expenditure on the primary school building programme, and on the development of health and welfare services, was to be increased; and pensions provided for the over-80's.

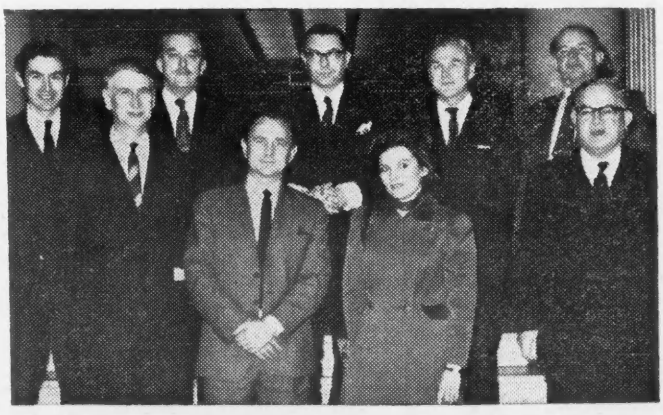
f. Land Commission – to be abolished.

g. Agricultural Subsidies. A new system of agricultural support, based on levy arrangements, would produce large savings by 1974-75.

h. Housing Subsidies. The present indiscriminate subsidy system was to be replaced by one which ensured that more help went to those who needed it. Large savings were expected by 1974-75.

OFFICIAL ADVICE FOR EXPORTERS

Nairn International, who market all Nairn Group products overseas, have recently discussed all aspects of their expanding export trade with Mr. G. A. Salt, export officer, Department of Trade and Industry, North Western Regional Office at Manchester. The meeting held at Nairn's Lancaster plant, covered the marketing of fashion fabrics and coated products. Mr. Salt (third from right) is seen here discussing fashion fabrics with Nairn executives, Mr. A. Blomerius, marketing manager, is on the extreme left.



A party of seven Regional Officers of the Central Office of Information, who attended a lecture at DTI on the Government's export promotion activities, given by Mr. G. F. Snell (front row, middle) of Export Services Division recently. The party was accompanied by (extreme left) the Hon. A. Sinclair, Tours and Production Services Division, Central Office of Information. The aim of the visit was to enable COI Regional staff who deal with overseas visitors to answer authoritatively questions relating to current Government policies.

'British membership of EEC would bring political benefits to United States'

—Mr. Anthony Barber

THE 'FAR-SIGHTED and statesmanlike view', of successive American Administrations towards Britain's negotiations to join the European Community was praised by Mr. Anthony Barber, Chancellor of the Exchequer, speaking to the American Chamber of Commerce on January 27. Mr. Barber said that these Administrations had declared their conviction that the enlargement of the Community would bring political gains which would more than outweigh any adverse effects on United States trade.

'I hope that any short-term adverse effects for American trade will be very restricted,' continued the Chancellor, 'We in this country have always recognized that we may have to accept some short-term economic disadvantages.

'And if we join, the United States will gain a stronger group of allies. A group whose strength has hitherto been limited by economic division. And a group which, I believe, will not seek to be narrowly self-contained but whose existence will increase, and not diminish, the volume of international trade.'

Referring to the enormous economic stake the United States had in Western Europe, Mr. Barber said that the enlargement of the Community would be an extra guarantee of the collective and individual stability of Europe. This in its crudest form was the political argument that enlargement was in the interest of the American Government and American business.

'As Chancellor of the Exchequer I am bound to be very conscious of the key role in the world economy played by the United States.' Mr. Barber said: 'A key role because of the dominant size and strength of the United States economy. And because of the central position allotted to the dollar in the international monetary system established at Bretton Woods.

A dominant position brings special responsibilities. The way in which, over the last 25 years, successive American Administrations have discharged these responsibilities has been a major factor in the success and in the steadily increasing prosperity of the western world.

'Both our countries have benefited greatly from the rapid expansion of world trade over the past two decades. Much of the credit for this lies with the liberalising influence of successive United States Administrations, most notably, perhaps, in the Kennedy Round of tariff reductions.

'Our mutual trade continues to grow. America is by far our largest customer. And we are America's third biggest export market.'

Speaking of the United States Trade Bill, the Chancellor said that last month, the United States came very close to passing into the law of the land quantitative restrictions on a large volume of imports, as well as powers to impose further and wider-ranging curbs on imports into the United States.

'We in the British Government viewed these developments with concern,' he said, 'because they seemed to us to threaten to become the first twist in a spiral of trade restrictions, and in what would have been a tragic international game of beggar your neighbour. Fortunately for us, for world trade and, we believe, for the best interests of the United States itself, the Bill ran out of time and lapsed. We greatly appreciate the efforts of the liberal traders in the United States, and like-minded organizations such as yours, to counteract the protectionist tendencies.

'But we know that we have a respite, not a settlement. Already a new restrictive Trade Bill has been introduced in the new Congress. We therefore very much hope that in the months ahead the United States will not turn the clock back, and that bodies such as the American Chambers of Commerce abroad will continue to use their influence in support of the liberal trade policy which has brought enormous economic benefits to us all.

'I am especially aware of the responsibility accepted by the United States for keeping the monetary system responsive to new strains and challenges. In particular I have in mind the development of the network of swap arrangements between central banks, in which the American Federal Reserve is at the hub. This swap network has gone a long way to contain the growing problem of large capital movements of funds across the exchanges .

'Some of us have expressed a few criticisms of the way the British economy was handled in the five years up to June 1970! But there can be no two opinions about the helpful attitude of the Americans in the difficulties which arose, or about Britain's appreciation of America's unfailing support.'

DTI appointment for Mr. James Cross

MR. JAMES CROSS, who has been on loan from the Board of Trade to the Diplomatic Service, has been appointed Head of the Export Planning and Development Division of the Department of Trade and Industry. He will succeed Mr. R. Fell, recently appointed Secretary of the Export Credits Guarantee Department.

Mr. Cross, who is 49 years of age, will take up his new post on March 8. He will then become responsible in the DTI for general policy on export promotion questions.

Before he became Senior Trade Commissioner in Montreal, Mr. Cross was in charge of the official participation in export promotion projects overseas. He has also been a Trade Commissioner in New Delhi, Halifax, Winnipeg and Kuala Lumpur.

ECGD backing for export contracts

AUTOMATED IRRIGATION SYSTEM FOR ROMANIA

THE EXPORT CREDITS Guarantee Department has signed a Financial Guarantee covering a loan for the financing of a contract for the supply and installation of an automated irrigation system to be constructed in the Flaminda region of south-west Romania.

The contract, worth approximately £11·3 million, is between George Wimpey and Co. Ltd., and the Romanian State enterprise, Industrialimport. Completion of the project is scheduled over two phases with the first being completed in April 1973. The whole system will be fully commissioned 12 months later.

A loan, of approximately, £9·6 million, is being made available to the Romanian Bank for Foreign Trade and the National Bank of Socialist Republic of Romania who are joint borrowers. The loan has been arranged by N. M. Rothschild and Sons Ltd., who are acting on behalf of a syndicate of London clearing and Scottish banks comprising National Westminster Bank Ltd., Bank of Scotland, Barclays Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd., The Royal Bank of Scotland Ltd. and Williams & Glyn's Bank Ltd. It will bear interest at 5½ per cent, the rate for ECGD-guaranteed medium term business settled before October 1, 1970, and is repayable over a period of 11 years from date of contract.

Additional Eurodollar finance amounting to approximately US$4·4 million, not guaranteed by ECGD, has been arranged by Rothschild Intercontinental Bank Ltd.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). The department has 20 local offices in various parts of the United Kingdom.

New edition of EFTA Compendium

ON February 4 a new edition of the EFTA Compendium will be on sale at HMSO bookshops priced £3 (by post £3.22½p). This edition has been rewritten and completely supersedes the previous edition. The purpose of the EFTA Compendium is to explain to producers and exporters in the United Kingdom how the EFTA origin rules work and how to obtain complete or partial relief from import duty for industrial goods exported to EFTA countries. The new edition will be amended from time to time to take account of any changes in the origin rules and purchasers are therefore recommended to take advantage of the standing order service and thereby receive all amendments automatically by completing the form at the front of the book.

Any inquiries about the above notice should be addressed to Commercial Relations and Exports Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2301/2302).

Government involvement in travel agency business

THERE WAS NO reason why the Government should continue to be involved in the travel agency business, said Mr. John Peyton, Minister for Transport Industries, in a written answer to a question in the House of Commons on January 27. He had therefore decided that the business of Thomas Cook and Son Ltd., should be sold as a going concern and that other travel agency subsidiaries of the Transport Holding Company should be disposed of.

Mr. Peyton was asked what profits were made by Thomas Cook and Son in each of the past five years and for a statement on the Government's plans for the future of this publicly-owned enterprise. He replied: 'The profits before tax of Thomas Cook and Son and its subsidiaries for each of the last five available years are as follows: 1965 £2.1 million; 1966 £1.7 million; 1967 £0.8 million; 1968 £1.2 million; and 1969 £1.1 million. As to the second part of the Hon. Member's question, I have been reviewing the activities of the Transport Holding Company and its subsidiaries, including Thomas Cook and Son Ltd. I have come to the conclusion that there is no reason why the Government should continue to be involved in the travel agency business. I have therefore decided that Cook's should be sold as a going concern. I am discussing with the THC the most appropriate method of disposing of its other subsidiaries, Sir Henry Lunn Ltd., and Pickfords Travel Services Ltd. I hope to introduce the necessary legislation this session. Both the chairman of the THC and I recognize the importance of this decision for the staff, whose interests we have very much in mind. The trade unions concerned will, of course, be fully consulted.'

Anglo-French agreement on next steps for Channel Tunnel

MR. JOHN PEYTON, Minister for Transport Industries, announced on January 27, in answer to questions in Parliament, the results of his recent talk on the Channel Tunnel project with M. Jean Chamant, the new French Minister of Transport.

The Minister said: 'I met M. Chamant, the new French Minister of Transport, last weekend and discussed with him the Channel Tunnel project and the proposals for its finance and construction put forward by a private international group last July.

'Both Governments will now discuss the proposals and possible modifications of them with the group before reaching conclusions. We shall also be discussing with the group how an early start can be made on the further studies which must precede the final decision on the project itself.'

Costs and charges in motor repair and servicing industry

THE STEERING COMMITTEE's report on costs and charges in the motor repair and servicing industry – initiated following the National Board for Prices and Incomes Report on the industry in 1967 – is now available from the Department of Trade and Industry, Technology Report Centre, Station Square House, St. Mary Cray, Kent, price 6s. (30p).

Notes:

In August 1967, the National Board for Prices and Incomes, in their report No. 37 on 'Costs and Charges in the Motor Repairing and Servicing Industry' (Cmnd. 3368), recommended that the Ministry of Technology should enter into discussions with the car manufacturers and the garage trade to initiate a joint review of the improvements which the Board had indicated were required in the franchise system as it affected the trade's repair and servicing activities.

The Ministry of Technology, in conjunction with the Society of Motor Manufacturers and Traders Ltd., and the Motor Agents Association, set up a Steering Committee to consider and report on this recommendation of the Board.

The Steering Committee report, now published by the Department of Trade and Industry as successor to the Ministry of Technology, has been sent to the NBPI who are considering it as part of a further reference on the industry made to them in June 1970. It is expected that this further NBPI report will be published in February 1971.

The report of the Steering Committee notes that, in recommending the Ministry of Technology to discuss with both car manufacturers and the garage trade improvements in the franchise system, the NBPI had listed six points for study:

(1) The introduction by the manufacturers of proper accounting systems at franchized garages;
(2) the greater use of inter-firm comparisons;
(3) the possibility of recommending maximum prices for the routine replacement of worn-out parts;
(4) the period for which franchizes are held;
(5) the prices paid for warranty repairs;
(6) the achievement of a greater concentration of the stocks of spare parts held by garages.

The report reviews each of these recommendations and sets out the action on each of them which has been taken by the industry or by the Economic Development Committee for Vehicle Distribution and Repair (VDR/EDC) since the NBPI report was published in 1967. The report shows that a good deal of progress has been made over the last few years but indicates that there is scope for further changes and improvements.

The report recommends that a joint liaison committee should be set up, with representatives from both manufacturers and dealers, to keep under continuous study all the recommendations in the NBPI report and any other matters considered to be of significance to the improvement of efficiency, including appropriate matters raised from time to time by the VRD/EDC.

Allocation of Government factory at Blackwood

THE DEPARTMENT of Trade and Industry's factory of 32,000 sq. ft. at Penmaen Road, Blackwood, Mon., in the Special Development Area has been allocated to Airflow Housewares Ltd., who already occupy a factory of approximately 90,000 sq. ft. on an adjoining site.

Originally known at Golmet Products Ltd., the firm became a member of the Airfix Industries Group in 1960 and changed its name to Airflow Housewares in 1967. They took occupation of their existing factory in 1960 and currently employ about 350 people on the production of stepladders, ironing boards, domestic hardware and electrical appliances. Airflow will utilize their new premises to accommodate the production of the range of goods formerly manufactured by Simplus Products of Huyton, Liverpool, whom Airflow Housewares acquired last August. In addition to one of the finest ironing boards in the world, the Simplus range includes magnifying lamps for precision work and chartboard lamps which are supplied to the Admiralty and the Air Ministry. Simplus Products complement the present Airflow range and will enable the company to extend their range of customers in both the industrial and governmental fields.

When the transfer of operations is completed in the near future Airflow Housewares will have increased their labour force by at least 100 people, about one-third of whom will be men.

Note:

The factory at Penmaen Road was previously occupied by South Wales Switchgear who last year announced their intention of withdrawing their labour force to their main works at Blackwood to achieve more economical working.

Large-scale mineral exploration of Northern Ireland

THE FIRST large-scale mineral exploration of Northern Ireland is expected to get under way within the next few weeks following the issue of the first prospecting licences under new mineral legislation which came into force in March of last year.

Mr. Roy Bradford, Minister of Commerce, announced on January 21, that two licences have been granted to Rio Tinto Finance and Exploration Ltd., which is responsible for financing mining exploration by the parent company, Rio Tinto Zinc. These licences cover a total of some 175 square miles; 125 square miles in County Down including the Mourne mountains and 50 in County Tyrone.

Interest in the mineral development potential of Northern Ireland is considerable and Rio Tinto is expected to be joined by a number of other mining companies in the near future, most of them looking for base metal type deposits such as lead, copper and zinc.

It is the companies primarily interested in the base metal type of deposit that have filed the largest applications. Amax Exploration is interested in areas totalling over 593 square miles in Counties Tyrone and Fermanagh. Selection Trust Exploration Ltd., has applied for

licences in respect of 580 square miles. Two Irish companies with applications are Tara Exploration and Development Ltd., and Irish Base Metals Ltd.

A total of 12 companies, several of them in the international bracket, have filed applications for prospecting licences involving tracts of land in each of the six counties of Northern Ireland. Offers of exploratory licences have gone out from the Ministry of Commerce to most of the applicants and if these are all accepted it is expected that by the summer some 1,500 square miles of Northern Ireland mainly in Counties Down, Tyrone, Armagh and Fermanagh will be covered by licences.

Large-scale commercial exploration will mean substantial sums of money being invested. Under the conditions of licences covering ten or more square miles companies will be committed to expenditure of £100 per square mile each year.

Exports a feature of company's expansion plans in Northern Ireland

EXPORT SUCCESSES, coupled with substantial diversification plan, are the major factors in an expansion programme announced by Black & Co. (Newtownards) Ltd., one of the United Kingdom's leading sock manufacturers. Over 150 new jobs will be created at Newtownards, County Down.

The company plans to go into the manufacture of heavyweight children's and ladies' tights, both for home and export markets, and at the same time substantially step up production of its wide range of man-made fibre men's socks. A new line will be terrytowel socks which are increasing in popularity.

Increased sales on the home front have been partly responsible for the company's development. But its export business, which was launched in a serious fashion only five years ago, is a very important factor.

Mr. Harold Black, joint managing director, said that it was the marketing expertise acquired overseas that led the company to decide on the manufacture of heavyweight tights which he regards as a complementary extension of existing production of men's socks now running at 600,000 dozen pairs a year. By 1974 the company envisages the rate being stepped up by some 60 per cent as a result of the expansion plans which include the provision of an additional 13,000 sq. ft. of space at the 66,000 sq. ft. Newtownards plant.

In the mid-1960s the company carried out a complete reappraisal of marketing policies. Two major decision were taken, one of them being the introduction of an increased range of sports hose which has made the company the United Kingdom's largest supplier of this type of product.

The second was to look further afield for its sales. Exports staff were appointed and today the company is selling in almost 50 countries, the major markets being Canada, Scandinavia, the Mid-East, Japan and the Far East. In the past two years, exports of men's socks have gone up by over 100 per cent from 40,000 dozen pairs to 95,000 dozen pairs a year.

Leading hosiery firm expands again in Northern Ireland

ADRIA LTD., part of the Charnos organization, have announced further developments of their production in Northern Ireland where they already employ almost 1,500 people. The new expansions, which will create some 220 new jobs, are part of the company's programme for attaining a 15 per cent increase in production, now running at about 750,000 pairs of stockings and tights a week.

At Strabane, County Tyrone, where the company has just completed its fifth expansion, a further 50 jobs for men will be provided bringing employment there to about 1,400. And the company are to take over a new Government factory to be built at Lisnaskea, County Fermanagh, where they will employ some 270 people within three years of the start of production; including 100 people relocated from existing making-up and packing operations at nearby Lisbellaw, County Fermanagh.

A strong marketing policy which has substantially boosted Adria's United Kingdom sales, particularly through large retail outlets, has led to an average of a major expansion every two years by the company since it set up in Northern Ireland less than 10 years ago. The current size of the operations – almost 1,500 employees, with factory space totalling over 200,000 sq. ft. – is well beyond the most optimistic plans the company had for Northern Ireland.

Issue of import licences during postal strike

IMPORTERS WHO NEED to apply for import licences or who have not received licences which they expected are advised to call personally at the Import Licensing Branch of the Department of Trade and Industry (Broadway Buildings, 54 Broadway, London, S.W.1), or outside London at the nearest regional office of the Department. It has not yet been possible to make similar arrangements for Northern Ireland.

The Import Licensing Branch despatched by post as many as possible of their outstanding import licences before the postal strike, but there is necessarily a number of licences due to be issued in the near future.

Notes:

Most imports into Britain do not require individual import licences but there are some areas such as cotton textiles, butter, and horticultural produce such as apples and pears where import licensing is required.

Import Liocensing Branch issue by post about 1,000 licences a week and receive about a similar number of applications. They have tried to issue as many outstanding licences by post before the postal strike began. There is no evidence yet that the postal strike is seriously inhibitng imports subject to import licensing control.

HM Customs and Excise are prepared to allow goods to be imported where importers can not produce the necessary import licence because of the postal strike but are able to quote its number and other relevant details, provided an undertaking is given to produce the import licence at the end of the strike.

Import duty on whole apricot kernels to be removed

THE FULL and EFTA rates of import duty on whole apricot kernels, at present 10 per cent, are to be removed with effect from February 4, 1971.

Copies of the Order giving effect to this change, the Import Duties (General) (No. 1) Order 1971 (SI 1971 No. 115) are available from HMSO, 49 High Holborn, London, W.C.1 and branches, price 5d. (2p), or by post from HMSO, PO Box 569, London, S.E.1, price 9d. (4p).

Application for temporary exemption from import duty

THE DEPARTMENT OF TRADE AND INDUSTRY are considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or wil be within a reasonable period, in a position to supply a substantia

(*Continued on next page*)

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proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 17.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.35	*OO*-Diethyl *O*-4-methyl-2-*iso*propyl-6-pyrimidyl phosphorothioate	Diethyl-2-isopropyl-6-methyl-4-pyrimidinyl phosphorothioate	December 31, 1971	13561

Import licence for Russian crude oil

A LICENCE has been issued for the importation from the Soviet Union of a limited amount of crude oil for refining in the United Kingdom.

This licence, which has been granted because of the special circumstances of this particular transaction, does not imply any general relaxation of the prohibition on the importation of crude oil and other main petroleum products from the Soviet Union, but the possibility of issuing further licences is not entirely ruled out.

Inquiries should be addressed to Petroleum Division, Department of Trade and Industry, Thames House South, Millbank, London, S.W.1.

Purchase Tax on drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17 (3) of the Purchase Tax Act 1963, entitled the Purchase Tax (No. 1) Direction 1971, which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which came into effect on January 27, 1971, is to make the following additions and extension to the Schedule to the Purchase Tax (No. 1) Order 1970.

The additions

To Head II of the Schedule

Dothiepin

Titanium dioxide, when mixed with titanium peroxide, titanium salicylate and titanium tannate

The extension

In Head II the entry relating to 'Thiabendazole' is extended to read:

'Thiabendazole, whether or not mixed with 3, 5-Diiodo-3'-chloro-4'-(*p*-chlorophenoxy)salicylanilide prepared for veterinary use.'

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this Direction.

Traders known to be concerned are being separately notified.

AEA to organize export symposium

AN EXPORT SYMPOSIUM is to be organized by the Agricultural Engineers Association to be held in their offices at 6 Buckingham Gate, London, S.W.1, on February 24 at 9.45 a.m.

Application for tickets should be made to the Chief Executive, Agricultural Engineers Association, 6 Buckingham Gate, London, S.W.1.

CBI—BSI conference on European industrial activities

THE CONFEDERATION of British Industry and the British Standards Institution have issued joint invitations to senior management throughout British industrial and commercial organizations to attend a one-day conference at the CBI headquarters at 21 Tothill Street, S.W.1, on February 4.

The purpose of the conference is to alert executives to what is going on in Europe to remove non-tariff barriers.

Senior officials from EEC, EFTA, and ECE and from ISO and IEC, the two world standard bodies have been invited.

Aviation and Shipping

Mr. Anthony Grant at shipping meeting in Tokyo

MR. ANTHONY GRANT, Parliamentary Under-Secretary of State, Department of Trade and Industry, is attending international shipping talks in Tokyo from February 1 to February 5.

The purpose of the meeting is to review international shipping policy in the light of developments since the previous meeting in Oslo in 1966. Countries attending, in addition to the United Kingdom, are France, West Germany, Italy, Belgium, Netherlands, Sweden, Denmark, Greece, Finland and Japan.

These talks are the latest in the series of informal meetings between shipping nations originally called by Britain and France in 1962.

Re-appointments to West Midlands Advisory Committee for Civil Aviation

MR. JOHN DAVIES, Secretary of State for Trade and Industry, has re-appointed the chairman, Alderman V. E. Turton and the following members of the West Midlands Advisory Committee for Civil Aviation for a further period until December 31, 1972.

Councillor J. D. Berry, F. G. Chater, Councillor H. J. Evans, S. H. Jerrett, W. E. Kenrick, F. W. Leath, Alderman H. Watton, Councillor J. R. Croft, R. P. S. Bache, B. W. Tanner, I. J. Wallace, J. J. Parkes, J. R. T. Douglas.

Mr. M. J. Montague will not be continuing as a member of the Committee because of other business commitments.

Note:

The Advisory Committee has the statutory function of advising the Air Transport Licensing Board on licensing matters for air transport services under 'A' or 'B' licences (mainly scheduled services and inclusive holiday tour traffic) to or from the West Midlands and the non statutory function of considering and advising the Department of Trade and Industry on any other matters within, or which may affect the West Midlands. The Department of Trade and Industry is responsible for the appointment of members of the Committee who are not appointed as representatives of any special interest but are drawn from industry, commerce, local government and trade unions so as to provide a wide background knowledge of the Committee's area and its problems.

Minister answers questions on Skyways Coach Air Ltd.

MR. JOHN PEYTON, Minister for Transport Industries, answering a question in the House of Commons on January 25 about Skyways Coach Air Ltd., said: 'In October 1970 the Transport Holding Company which, in 1967, had purchased a half share in Skyways Coach Air Ltd., for £27,000 sought my permission to lend them £300,000.

'As the Transport Holding Company had already lent the company £1·2 million and was owed a further £160,000 by way of interest I considered that the time had come to put a limit on the amount of public funds invested in such a high risk venture. I also had in mind the fact that the company had made an estimated loss after interest of £200,000 in 1970.

'Accordingly, while I agreed to a loan of £100,000 to meet immediate liabilities, I refused consent for the larger amount.

'Subsequently, in order to give the company further breathing space to find alternative finance, and having in mind the number of jobs at stake I agreed that the Transport Holding Company should make available a further £50,000 to tide the company over until January 20. I was influenced in this decision by the fact that many people had booked and paid for passages over Christmas.

'Neither the THC nor Skyways was, however, able to secure any firm offer and the THC decided with my full agreement that there was no justification for putting further money into the company.

'The THC have therefore appointed a Receiver but have undertaken to make such payments to employees as would in their opinion be fair and reasonable in the light of their contracts of employment, to make refunds for unusuable tickets and to pay in full claims of the company's outstanding trade creditors up to January 20.

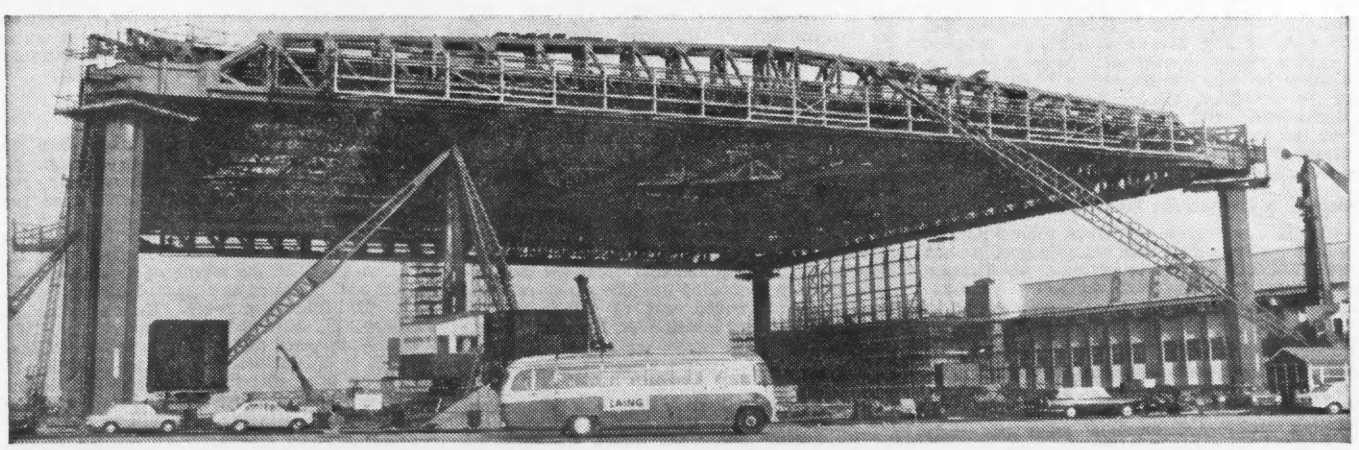
'I should perhaps add, in view of some suggestions of the number of people whose holiday arrangements have been affected, that the figure of 300,000 represented hopes rather than bookings.'

New passenger terminal at Machrihanish

THE PROVOST of Campbeltown, Provost Daniel McKinven, deputized for Mr. Michael Noble, Minister for Trade, at the opening of a new passenger terminal at the RAF aerodrome at Machrihanish, Argyll, on January 29. Mr. Noble had to cancel this engagement because of illness.

The new building, which has been provided by the Department of Trade and Industry in conjunction with the Ministry of Defence, is a small one, situated within a self-contained enclave, and is designed to improve the facilities for BEA passengers using Machrihanish.

Before the terminal was built, all passengers had to be taken by bus between the aircraft and the old terminal building near the main entrance of the aerodrome, and latterly to a dispersal point on the south side. Under the new arrangements, aircraft will now taxi direct into the new terminal area, and passengers will be able to walk the short distance from the aircraft to the terminal. A new road traffic control system has also been provided.



Big enough to deal with a 1,000-seater aircraft if necessary, British European Airway's new engineering base at Heathrow (pictured here) is nearing completion. The giant hangar, 300 ft. sq., is being built at a cost of over £2 million, and is expected to be opened within the next few months. Its great 70 ft. high pillars go deep into the ground into reinforced concrete cylinders as wide as a Tube tunnel.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, JANUARY 22

Advance factories

A Member asked how many new tenancies of advance factories in Scotland were negotiated between January and the end of October 1970; and how many remained to be let. Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, replied that seven advance factories provided under the Local Employment Acts were allocated between January and October 1970. Two more were allocated by the end of the year. Nine completed factories were awaiting allocation, and 14 more under construction or authorized.

Consumer protection organizations

Mr. Grant was asked to list the alternative organizations to which he referred in his announcement of October 27 last as doing the work of the Consumer Council. He replied :'The announcement did not state that other organizations were doing the work of the Consumer Council, but that, taking other developments into account, an adequate advancement and presentation of the consumers' interests no longer requires a Government sponsored Consumer Council.'

Imports of timber

A question was asked on the total value of timber and processed timber, including pulp and paper, imported in 1970; and the estimate for 1971 and 1972. Mr. Grant replied: 'Figures for 1970 will not be available until later this month when I shall make a further reply. I prefer not to venture estimates for 1971 and 1972.'

MONDAY, JANUARY 25

Weights and Measures Act

Stating that manufacturers of meat or pork products are not required by law to state the minimum net weight of the main product on the can, which results in unacceptable variations in the net weights of these products as between one manufacturer and another, a Member asked if steps would be taken to remedy this situation. Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, answered that the Weights and Measures Act 1963 required manufacturers of canned meat or pork products to show the minimum net weight of the contents on the container. Compositional standards of canned meat and the labelling of foodstuffs were the responsibility of the Ministry of Agriculture, Fisheries and Food and the Secretary of State for Social Services.

Electricity and gas for housing developments

Mr. Ridley was asked what representations he had received from representatives of private house builders for a meeting with the Minister for Industry regarding electricity and gas connection charges for private housing developments; and what reply he had sent. Mr. Ridley said that the Federation of Registered House Builders wrote to the Minister for Industry in November asking for a meeting. They were told that he did not feel a meeting at that stage would be useful but that he would bear in mind the possibility when further progress in his study of this matter had been made.

In answer to a further question: whether he would announce his decision regarding the connection charges made to private developers by public utilities for the installation of gas and electricity on new housing developments; and for how long this issue had been under consideration by his department and its predecessors, Mr. Ridley said: 'I understand that complaints were received following an agreement reached in 1956 between electricity boards and local authorities on the basis of charges for new electricity connections. No solution to this problem acceptable to all parties has so far been found. We shall make an announcement as soon as we are able.'

Electricity supply industry

A Member suggested that a general direction should be issued to the Central Electricity Generating Board to halt widespread reorganization of its managerial arrangements for engineering design, construction and operations, in view of the upset in the work and lives of its staff, until HM Government decided on and announced its legislative proposals for the reorganization of the electricity supply industry. Mr. Ridley answered 'No. The question of what arrangements they make for discharging present statutory responsibilities is best left to them as a matter of day-to-day management.'

Electricity boards

Mr. Ridley was asked if he was satisfied that members of consultative councils could play a sufficiently effective role in the efficient running of electricity boards.

'I think my hon. Friend's Question goes too far in attributing to consultative councils a role in the running of electricity boards,' replied Mr. Ridley, 'but there should be no doubt that members of consultative councils can and do play an effective role in looking after the interests of electricity consumers and in pressing their interests on the boards.'

Research establishments

Asked whether, in view of the facilities available, he would encourage a Government-sponsored research organization to be located in Peterlee, Mr. Ridley said that where the Government directly controlled the location of research establishments funded out of public money, it would consider location at Peterlee, among other places.

Industrial development

Mr. Grant answered questions on industrial development in Bootle, North Lanarkshire, Hendy, Chester-le-Street.

TUESDAY, JANUARY 26

Upper Clyde Shipbuilders

Asked why he proposed disposing of the Government's holding in Upper Clyde Shipbuilders, Mr. John Davies, Secretary of State for Trade and Industry. said: 'I have no present intention of disposing of this shareholding.'

Petrol prices

Referring to the fact that the petrol companies had increased petrol prices three times in a year and were considering a fourth increase and that the Department of Trade and Industry had issued a direction to the fuel supply industries under the nationalized boards to limit any of their increases to 12½ per cent in the coming year, a Member asked Mr. Ridley whether he would give the reasons why he would not agree to initiate an inquiry to investigate whether these continual price increases in petrol were justified. Mr. Ridley said: 'The decision to make price changes is one for companies to take in the light of market conditions.'

Instant developing film prices

A Member asked Mr. Ridley if he was aware that the firm of Polaroid Limited had increased the price of their films by 25 per cent and that this was a monopoly which did not allow competition or discussion on the price of its goods; and whether he would refer the photographic industry to the Monopolies Commission for investigation. Mr. Ridley replied that the instant developing films of which Polaroid Ltd. were monopoly suppliers for certain specialized fields; in amateur photography as a whole they were in competition with conventional photographic equipment. 'I will, however, bear their products in mind along with others which satisfy the statutory criteria for reference,' said Mr. Ridley.

Rolls Razor Ltd.

Mr. Ridley was asked on what date he received a communication from Mr. A. G. Hughes sent on January 14, 1971, regarding the John Bloom affair and the operation of the Companies Act; what was the nature of his reply; and what was the date of his receipt of the earlier letter from Mr. Hughes sent on October 15, 1970, the nature of this communication and the date and gist of his reply. He gave the following reply: 'In his letter of January 15, received on January 19, Mr. Hughes requested a reply to his letter of October 15. In this letter, received on October 16 or 19, he expressed the hope that the Report of the inspectors appointed to investigate the affairs of Rolls Razor Ltd. would be published. I regret that no reply was sent direct to Mr. Hughes. The late member for Arundel and Shoreham forwarded, and requested comments on, a copy of the letter of October 15. In a letter of November 9 I informed him why we had decided not to publish the report.

'In reply to Mr. Hughes' letter of January

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Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Department of Trade and Industry **Statistics and Market Intelligence Library** *at Export House, 50 Ludgate Hill, London, EC4M 7HU This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

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14 I am sending him a copy of tthe Answer which my Right Hon. Friend the Secretary of State gave the hon. Member on November 5 regarding the Report.'

British Steel Corporation

A Member asked whether, in view of the proposed increases in the price of steel by the British Steel Corporation, a Bill would be introduced. 'No,' replied Mr. Ridley. 'The increase in fixed forward prices of steel for delivery in future years is a commercial matter between the Corporation and its customers, subject to any representations which the Iron and Steel Consumer Council may make.'

Jobs in Scotland

In reply to a question on the number of new jobs the Government expected to be created in Scotland in 1971; and how many of these would be for men, Mr. Grant said that jobs expected to arise in Scotland within the next four years in authorized new industrial buildings and in buildings taken over by manufacturing industry totalled over 43,000 of which nearly 23,000 were for males. These figures were based on estimates provided by the firms undertaking the projects in question. It was not possible to estimate how many of these would arise during 1971.

WEDNESDAY, JANUARY 27

Investment grants

Mr. Grant was asked when he would announce investment grant transitional arrangements. He answered that the arrangements for covering the transition for investment grants to the new capital allowances were described in paragraph 4 of the White Paper on Investment Incentives (Cmnd. 4516). Appropriate legislation would be introduced as soon as possible.

Industrial development in Wales

A question was put on the number of industrial development certificates granted for Wales in 1970; the area in square feet; how much additional employment was anticipated in consequence; and what were the comparable figures for 1969. Mr. Grant gave the following table:

Industrial Development Certificates issued in Wales

	Number	Area ('000sq.ft)	Estimated Additional Employment ('000)†	
			Males	Total
1969	315	8,296	12·8	18·8
1970	280	8,764	12·4	16·5

† Applicants' estimates of the jobs expected to arise when the projects are complete and fully manned.

A further question concerned inquiries made by industrialists concerning industrial sites in Wales in the last quarter of 1970; and how this compared with the figures for the previous three years. Mr. Grant said that 74 inquries were received in the final quarter of 1970 as compared with 117 in the final quarter of 1967, 120 in 1968 and 101 in 1969. 27/1

THURSDAY, JANUARY 28

Advance factories

Mr. Grant was asked to list the advance factories already built in Wales and unlet; what was their respective size; and what he intended to do regarding the need to provide tenants for these factories. Mr. Grant said the six complete and unlet advance factories were:

	Sq.ft.
Abercarn	25,000
Neath No. 2	25,000
Pontardawe No. 2	10,000
Llanelli No. 2	10,000
Llanelli No. 2	25,000
Pontardulais No. 2	25,000

Negotiations for the leasing of the first two factorits are at an advanced stage and every effort was being made to interest suitable industry in the other four.

Imports of timber

A Member asked what was the total value of timber and processed timber, including pulp and paper, imported in 1970; and what was his estimate for 1971 and 1972. Mr. Grant, pursuant to his reply (*Hansard*, January 22, 1971, Vol. 809 c 368) gave the following information:

The figure for 1970 is £716 million.

Parliamentary answers on aviation and shipping

FRIDAY, JANUARY 22

Lightsticks

Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, was asked what representations had been made to suitable firms in Great Britain about the desirability of manufacture of lightsticks, a cold light system based on the phenomenon of chemiluminescence, in view of its use as a source of emergency lighting in explosive concentrations of gases or fumes and under water. Mr. Ridley answered: 'None. The specific meaning of the term "lightsticks" is not clear, but I understand that at least one manufacturer in Great Britain is already exploring the commercial viability of chemi-luminescent devices.'

Noise and smoke pollution by supersonic aircraft

In reply to a question about discussions with the United States Federal Aviation Administration about the problems of lateral noise and smoke pollution at major or international airports by supersonic aircraft, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, said: 'Both direct and through the International Civil Aviation Organization we have close contacts with the Federal Aviation Administration on the airport noise of supersonic aircraft. We are also aware of their approach to the problem of smoke pollution by all types of aircraft.'

TUESDAY, JANUARY 26

Skyways Coach Air

Mr. Grant was asked how many applications for fares increases Skyways Coach Air had made to the Air Transport Licensing Board in each of the years 1960 to 1970; what decisions had been given; and how many appeals had been made on these decisions. He answered that most of Skyways Coach Air's services were international and the fares were subject to negotiation in IATA. The company had never applied to the Air Transport Licensing Board for increased fares on its domestic services.

Air crash at Barcelona

A Member who asked when the investigation report of the crash last summer of a Dan Air Comet aircraft near Barcelona would be published, was told by Mr. Grant that it would be some months before anything could be published in this country, since the Spanish authorities had not yet issued their report. The Chief Inspector of Accidents continued to press for early completion of the investigation.

BEA Airtours

A Member asked what estimate had been made in capacity seat miles and capacity ton miles, of the effect on British European Airways Airtours' carrying capacity before agreeing to their import of second-hand United States aircraft. Mr. Grant said that BEA Airtours had to replace the whole of their Comet fleet next year. In 1972/73, their first year with the bigger second-hand United States aircraft, their carrying capacity would be about twice as high as in 1971/72 in terms of capacity ton miles and about 70 per cent higher in terms of capacity seat miles, which was the more relevant measurement. Any growth, thereafter, would be at a much slower rate.

North Sea oil and gas

Answering a question on the number of gas and oil strikes recorded to date in parts of the North Sea under United Kingdom jurisdiction and within the United Kingdom, respectively, Mr. Ridley said that offshore there had been 26 gas and five oil strikes. Four of the gas discoveries were in production and seven were being developed. Further work would be required on most of the remainder to determine their potential. One of the oil strikes was not commercial and the other four were still being evaluated.

Onshore there had been eight gas and 21 oil strikes, all small by offshore standards. The Lockton gas field in Yorkshire was expected to come into production next month. Oil was currently being produced in small quantities from discoveries in Dorset and East Midlands.

A further question concerned the number of producing gas wells in the United Kingdom and the area of the North Sea under United Kingdom jurisdiction, respectively. Mr. Ridley answered that offshore there were 91 gas producing wells. Onshore there were none producing but two completed wells in the Lockton gas field in Yorkshire were expected to come into operation next month.

Capacity of air transport industry

In reply to a question on the total capacity offered by the private and public sectors of the air transport industry respectively, expressed by monthly totals of capacity ton miles or capacity seat miles, in the non-scheduled inclusive tour market, Mr. Grant gave the following figures:

Available seat miles – millions

	Public	Private
1969 4th quarter	34	520
1970 1st quarter	39	371
1970 2nd quarter	218	1,386
1970 3rd quarter	318	2,108

WEDNESDAY, JANUARY 27

Air crash in Barcelona

Asked what discussion about the improvement of navigational procedures he had had with Spanish air authorities since last summer's crash of a Dan Air Comet aircraft near Barcelona, Mr. Grant answered: 'None. The Spanish Government are responsible for their air navigation procedures near Barcelona and elsewhere in Spain.'

(Continued on next page)

PARLIAMENTARY ANSWERS ON AVIATION AND SHIPPING, *continued*

Third London Airport

Mr. Grant was asked what consideration was being given to the existence of an Atomic Weapons Research Establishment blast tunnel near Foulness in his consideration of a third London Airport. He replied that the existence of this facility and the probable effects upon it of an airport being built at Foulness were taken into account by the Commission and would therefore be considered along with all the other factors.

A Member asked for an explanation of how the total cost of the Commission on the third London airport, namely £1,131,000, was made up; and whether there were any proposals for changing the basis on which such expenses are allowed. Mr. Grant replied that details of the make up of the estimated cost of the Commission's work were given on page 165 of the Report. This amounted to £1.12 million. To this must be added the estimated cost of printing and publishing, £11,000 – page (ii) at the beginning of the Report. 'We have no proposals for changing the basis on which expenses are allowed,' he added.

Tanker traffic in Thames Estuary

A Member inquired what preliminary estimates had been made as to the increase in tanker traffic in the Thames Estuary likely to be caused by the oil refineries on Canvey Island for which industrial development certificates had been granted; and if the oil companies concerned had supplied the Department of Trade and Industry with details of such traffic. 'I understand from the Port of London Authority that the increase is likely to be rather more than 10 million tons of traffic in petroleum products,' replied Mr. Grant.

Questions were asked on the incident on July 26 last year when the liner 'Monte Ulia' steamed off course, collided with the Mobil Oil jetty at Coryton and caused a serious oil fire in the vicinity of high risk oil and gas installations on Canvey Island, and arrangements with the Port of London Authority and other relevant bodies to ensure observance by shipping of better navigation discipline in the Thames Estuary in order to avoid collisions which might imperil the high fire risk installation at Canvey Island and Thurrock. Mr. Grant said: 'The Department has considered carefully the 'Monte Ulia' accident. I shall be consulting the oil companies, the Port of London Authority and others interested about what steps are necessary to prevent such incidents and generally to ensure the safety of navigation in the vicinity of Canvey Island.'

THURSDAY, JANUARY 28

Training flights at Stansted

Answering a question on complaints about training flights received from residents in and around Stansted Airport for each of the past three years; and what were the general grounds of complaint, Mr. Grant said that complaints about training flights received at the airport were as follows:

1968	324
1969	336
1970	345

Complaints referred generally to the disturbance caused by training flights and alleged low flying or departures from approved routeings.

Tonnage Measurement of Ships

Mr. John Davies, Secretary of State for Trade and Industry was asked what plans he had regarding the acceptance by the United Kingdom of the International Convention on Tonnage Measurement of Ships 1969. Mr. Davies said: 'An Instrument of Acceptance of this Convention was deposited with the Secretary-General of the Inter-Governmental Maritime Consultative Organization on behalf of HM Government on January 8, 1971. The Convention will come into force two years afttr it has been ratified by at least 25 countries together having not less than 65 per cent of the world's gross tonnage. The United Kingdom is the fourth country to accede to it.'

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
February 10	Vehicles, miscellaneous stores	Queens Hall, Northern Ireland War Memorial Buildings, 9-13 Waring Street, Belfast 1	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, BT1 4NZ (Tel. 0232 20233)

Morris Mini Minors, Travellers, vans, Minibuses, ambulances, 3-ton truck; Hillman Huskeys; Ford Zephyrs; Vauxhall Victors; Land Rovers; Bedford Utilecons, ambulances, vans, coaches, cargo and drop-side trucks; AEC Matadors; refuelers; Sankey and Brockhouse 2-wheeled trailers; Coles 7-ton crane mounted truck; water tankers, etc.; light steel rack assemblies; steel water tanks; ball bearings; wooden cabinets; steel cupboards; tables; chairs and other items of furniture; large quantities of clothing; textiles, etc.; miscellaneous vehicle spares; tyres, electrical equipment and large quantities of other general stores.

February 17	Miscellaneous stores	Auctioneers premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth (Tel. 0752 69292)

Bedford fire tenders with Sigmund Pumps; Coventry Climax featherweight pumps; Tangye 20-ton jacks; trailer mounted generators; sand blast unit; electric hoists; power barrow; radar vans; Ratnor and other safes; bearings; 4-tons steel studs; electric refrigerators (7½ cu. ft.); barometers; barographs; compasses and tripods; clocks; watches; folding organs; lanterns; electrical and wireless equipment; drawing instruments; vehicle spares; steel oil cans; brushes and cleaning rods; 1 gall. jars, kilderkins; small casks; extending ladders; large quantity picks and shovels; porcelain wash hand basins; tools; gauges; meters; wooden and steel boxes; carpets; greatcoats; duffel coats; raincoats; trousers and blouses; jerseys; kit and travelling bags; boots and shoes; blankets; sheets; counterpanes; towels; table cloths; cotton and wool rags; tentage; rope and cordage; mattresses; aluminium and wooden furnishings; tubular stacking chairs; pedestal desks; aluminium kitchenware; large quantities of other general stores.

February 23	Plant and equipment, clothing and textiles, miscellaneous stores	Regional Depot, Ordnance Support Unit RAIC, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH (Tel. 053-2-20898)

Industrial and garage plant and equipment; clothing, furniture and miscellaneous stores including, diesel and electric fork lift trucks; pallet transporters; drilling and grinding machines; milling machines; lathes; compressors; lubricating plant; welding equipment; gravity rollers; cables; electrical, signal and wireless equipment; vehicle spares; tool kits and hand tools; hydraulic and screw jacks; household and kitchen equipment; ropes; aluminium extending ladders; shovels; ironmongery; tents; canvas; packs; haversacks; carpets; curtains; webbing; kit bags; camp equipment; blankets; sheets, etc.; battledress and denim trousers and blouses; berets; greatcoats; raincoats; ankle boots; chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc., and large quantities of miscellaneous stores. ALSO BLACK PVC SHEETS 160 ft. by 90 ft. by 0·014 in. THICK, FOLDED AND ROLLED ON TWO ROLLERS AND CONTAINED IN PLYWOOD TRANSIT CASES.

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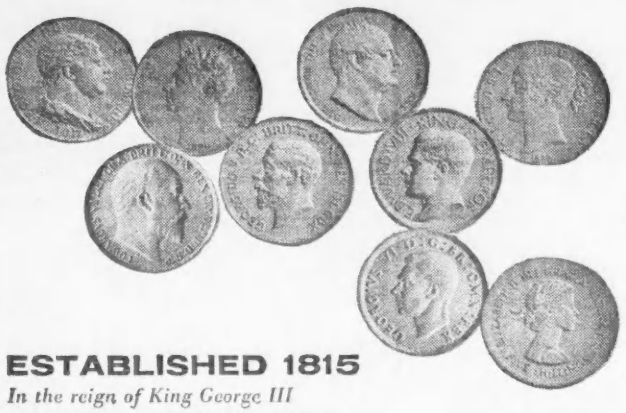

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,758		21,758	20,087	20,087	11,372	4,907	1,070	994	944	1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	113	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	142	113	103·0	136	140	148	130	130	358	232	26	36
1968															
3rd quarter	116	120·7	135	135	112	103·2	138	129	144	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104·1	146	146	160	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102·3	133	128	138	135	134	104	105	6	9
2nd quarter	117	123·3	141	141	113	103·7	135	141	147	129	127	80	43	2	—
3rd quarter	119	123·2	143	144	113	103·1	138	146	155	152	128	48	—	8	10
4th quarter	120	123·5	147	146	114	103·0	138	146	153	127	131	126	84	10	16
1970															
1st quarter	117	123·7	149	148	114	103·2	131	141	142	115	131	36	32	– 5	–41
2nd quarter	120	122·8	154	153	116	104·2	142	150	160	121	137	98	55	12	7
3rd quarter	120	123·9 p	158	157	117	104·6	139	153	156	122	133	126	42	5	26
1970															
May		121·3				104·7									
June		123·7				104·7									
July		121·9				104·1									
August		122·8				105·4									
September		124·7				104·4									
October		126·2				106·1									
November		123·4 p				103·3									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports (§)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	Series in
£m. in base year							Series in thousands			4,983	4,365	£ million
1965	119	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 77
1966	115	116·5	3·9	110·2	107·3	168·5	323	255	24,384	119	122	43
1967	106	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	126	–312
1968	106	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	150	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	167	169	416
1970		140·2	6·4	128·4 p	124·5 p	217·5	574	186		182 p	188 p	
1968												
4th quarter	106	127·2	5·6	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	110	129·7	6·2	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	113	131·8	5·4	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	115	132·0	5·0	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	118	136·2	5·0	130·1	120·6	209·0	561	192	24,280	173	184	213
2nd quarter	122	139·5	5·8	129·2	123·6	213·8	563	187		184	186	119
3rd quarter	123	141·1	6·9	126·9	125·7	219·0	592	185		178	178	73
4th quarter		144·0	7·7	127·2 p	128·9 p	227·8	581	177		192 p	205 p	
1970												
June	122	139·9	5·9	128·0	124·2	215·3	561	187		193	189	
July	122	140·9	6·7	127·5	125·0	217·5	593	186		144	189	
August	123	140·8	6·8	126·1	125·7	219·7	593	184		196	142	
September	123	141·5	7·0	127·2	126·4	221·0	589	187		193	203	
October	122 p	143·0	7·4	126·3	127·5	222·4	576	184		191	210	
November	123 p	144·0	7·9	127·8 p	128·1 p	228·4	579	176		197	196	
December		145·0	7·9	127·4 p	128·2 p	232·6	589	171		190 p	209 p	
1971												
January							614 p	157 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI.
(‡) Not seasonally adjusted. (§) Figures include adjustments for special factors affecting the recording of exports.

Car and commercial vehicle production in 1970

Car production

THE DEPARTMENT of Trade and Industry have announced that in the 52 weeks of 1970, United Kingdom manufacturers produced 1,641,000 cars, an average of 31,557 a week, compared with 1,717,000 at an average of 32,398 a week in the 53 weeks of 1969. Production for the home market was 918,000 a weekly average rate of 17,656, 5 per cent higher than in 1969. Production for export was 723,000 a weekly average rate of 13,901, 11 per cent lower than in 1969.

The figures for December cover the five week period to January 2, 1971. The average weekly rate of recorded production was 32,437, 10 per cent higher than in December 1969.

On a seasonally adjusted basis, total car production in the three months October-December was 32 per cent higher than in the previous three months, reflecting a substantial recovery in production levels following the difficulties experienced in the industry in the third quarter.

Commercial vehicle production

In the 52 weeks of 1970, United Kingdom manufacturers produced 457,500 commercial vehicles, an average of 8,799 a week, compared with 465,800 at an average rate of 8,788 a week in the 53 weeks of 1969. Production for the home market was 267,400, at virtually the same weekly rate as in 1969. Production for export was 190,100, at a marginally higher rate than in 1969.

In the five weeks of December 1970 the average rate of recorded production was 8,924 a week, 4 per cent higher than for December 1969, but somewhat below the record levels of October and November.

On a seasonally adjusted basis, total commercial vehicle production in the three months October-December 1970 was 46 per cent higher than in the previous three months, again reflecting a recovery from the low levels of production in the third quarter.

Exports recorded in the overseas trade accounts

Exports as recorded in the Overseas Trade Accounts totalled 690,000 cars and 172,000 commercial vehicles. These represent falls of 10 per cent and 5 per cent respectively from the record levels reached in 1969.

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,522,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1969	53	1,717,073	892,758	824,315	32,398	465,776	272,998	192,778	8,788
1970	52	1,640,966	918,109	722,857	31,557	457,530	267,405	190,125	8,799
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36,128	111,976	68,083	43,173	8,614
1969 1st quarter	13	451,156	239,544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,435	57,463	40,972	7,572
4th quarter	14	426,099	222,182	203,917	30,436	120,571	70,142	50,429	8,612
1970 1st quarter	13	436,512	237,413	199,099	33,578	115,251	68,798	46,453	8,865
2nd quarter	13	470, 164	263,064	207,100	36,166	132,415	78,431	53,984	10,186
3rd quarter	13	277,173	157,149	120,024	21,321	74,920	43,486	31,434	5,763
4th quarter	13	457,117	260,483	196,634	35,163	134,944	76,690	58,254	10,380
1969 July	5	132,969	70,941	62,028	26,594	37,032	21,536	15,496	7,406
August	4	106,789	51,590	55,199	26,697	28,063	16,168	11,895	7,016
September	4	114,814	62,565	52,249	28,703	33,340	19,759	13,581	8,335
October	5	148,877	78,098	70,779	29,775	38,389	23,017	15,372	7,678
November	4	129,177	64,176	65,001	32,294	39,313	22,142	17,171	9,828
December	5	148,045	79,908	68,137	29,609	42,869	24,983	17,886	8,574
1970 January	4	146,560	80,854	65,706	36,640	40,160	24,524	16,086	10,152
February	4	135,489	72,851	62,638	33,872	35,117	21,608	13,509	8,779
March	5	154,463	83,708	70,755	30,893	39,524	22,666	16,858	7,905
April	4	136,760	75,475	61,285	34,190	39,341	24,667	14,674	9,835
May	4	137,766	76,016	61,750	34,442	41,542	24,494	17,048	10,386
June	5	195,638	111,573	84,065	39,128	51,532	29,270	22,262	10,306
July	4	80,827	42,953	37,874	20,207	22,284	12,055	10,229	5,571
August	4	96,052	57,227	38,825	24,013	25,222	15,280	9,942	6,306
September	5	100,294	56,969	43,325	20,059	27,414	16,151	11,263	5,483
October	4	139,926	79,658	60,268	34,982	45,098	25,885	19,213	11,274
November	4	155,006	89,489	65,517	38,751	45,228	25,679	19,549	11,308
December	5	162,185	91,336	70,849	32,437	44,618	25,126	19,492	8,924

(Continued on next page)

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Her Majesty's Stationery Office, 49 High Holborn, W.C.1.

CAR AND COMMERCIAL VEHICLES, *continued*

Table 2. Production – seasonally adjusted

Monthly averages — Thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home Market	Export	Total	Home Market	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1969	143	74	69	38·8	22·7	16·1
1970	137	77	60	38·1	22·3	15·8
1968 1st quarter	143	84	59	32·4	21·2	11·2
2nd quarter	148	82	66	32·3	20·4	11·9
3rd quarter	157	85	72	34·5	21·7	12·8
4th quarter	158	87	71	37·1	23·0	14·1
1969 1st quarter	141	76	65	38·1	23·1	15·0
2nd quarter	150	78	72	39·5	22·9	16·6
3rd quarter	145	74	71	39·7	22·8	16·9
4th quarter	135	69	66	37·9	22·1	15·8
1970 1st quarter	138	76	62	37·1	22·7	14·4
2nd quarter	140	80	60	39·9	23·4	16·5
3rd quarter	116	65	51	30·7	17·5	13·2
4th quarter	154	86	68	44·9	25·6	19·3
1969 July	155	80	75	41·8	23·9	17·9
August	148	73	75	39·7	22·7	17·0
September	133	70	63	37·5	21·8	15·7
October	131	63	68	32·9	19·5	13·4
November	139	69	70	41·1	23·6	17·5
December	137	76	61	39·7	23·3	16·4
1970 January	154	83	71	43·8	26·9	16·9
February	135	76	59	35·3	22·5	12·8
March	125	69	56	32·1	18·6	13·5
April	133	75	58	38·2	23·9	14·3
May	134	75	59	41·3	24·2	17·1
June	152	89	63	40·1	22·2	17·9
July	120	63	57	31·0	16·6	14·4
August	136	80	56	36·9	21·9	15·0
September	91	50	41	24·2	14·0	10·2
October	150	79	71	47·6	27·0	20·6
November	163	93	70	46·4	26·8	19·6
December	148	85	63	40·6	23·0	17·6
Average of:						
July-September	116	65	51	30·7	17·5	13·2
October-December	154	86	68	44·9	25·6	19·3
Percentage change	*+32*	*+33*	*+32*	*+46*	*+46*	*+46*

Table 3. Recorded exports

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses, coaches and trolley-buses
1963	616,016	150,705	7,705
1964	679,601	158,201	7,103
1965	627,567	152,254	6,870
1966	555,926	151,141	11,150
1967	502,596	125,335	6,979
1968	676,571	135,156	6,874
1969	771,634	171,744	9,380
1970	690,341	161,919	10,417
1969 1st quarter	189,852	41,993	1,954
2nd quarter	221,477	47,287	2,224
3rd quarter	201,684	42,211	2,589
4th quarter	158,621	40,253	2,613
1970 1st quarter	181,660	40,581	2,680
2nd quarter	184,028	41,981	2,459
3rd quarter	155,702	39,605	2,532
4th quarter	168,910	39,752	2,746
1970 July	71,550	18,609	1,249
August	39,034	8,388	312
September	44,741	12,218	1,097
October	61,457	12,666	762
November	54,077	12,992	1,025
December	53,687	13,786	890

Note:
There are certain differences of timing and coverage between the production and export figures. In particular there is an increasing trend towards assembly overseas of cars from kits supplied from the UK which do not appear in the trade accounts as complete vehicles; and the export figures include battery-operated vehicles whereas the production figures exclude these. The quarterly export figures include amendments not made to monthly figures.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Clothing for November 1970

Quarterly at 7s. 6d. (37½p) a year post free:

Rotating Electrical Machinery for Third Quarter 1970
Electric Light Fittings for Third Quarter 1970
Watches and Clocks etc. for Third Quarter 1970
Mechanical Handling Plant for Third Quarter 1970
Telecommunication Equipment for Third Quarter 1970
Organic Chemicals for Third Quarter 1970

A complete list of titles of Business Monitors was last published in the *Board of Trade Journal* on September 23, 1970, on page 620.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, January 29, 1971. Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Say Hello To Yesterday	Br/E 35314/31/1/76	92	January 26	Cinerama Releasing (U.K.) Ltd.	Josef Shaftel Productions Ltd.
Murphy's War	Br/E 35315/31/1/76	106	January 26	London Screen Distributors Ltd.	Michael Deeley-Peter Yates Films Ltd.
Mining Review No. 6 – 24th Year	Br/E 35316/31/1/76	10	January 27	Data Film Distributors Ltd.	National Coal Board
A Severed Head	Br/E 35317/31/1/76	98	January 27	Columbia Pictures Corporation Ltd.	Winkast Film Productions Ltd.
Movietone News 2173	Br/E 35232/31/1/76	8	January 29	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2173A	Br/E 35233/31/1/76	8	January 29	" " "	" "
				FOREIGN	
Myra Breckinridge	F 35313	91	January 25	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corporation
Beyond The Valley Of The Dolls	F 35318	106	January 27	" " " "	" " "
Again	F 35319	92	January 28	E. J. Fancey Productions Ltd. "	Empire Films S.r.l., Rome "
She Died With Her Boots On	F 35320	70	January 28	" " " " "	Athens Film A.S., Rome
One On Top Of The Other	F 35321	103	January 28	Border Film Productions (London) Ltd.	Empire Films S.r.l., Rome

NRDC

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

Exhibitions and Fairs

Mr. Davies opens 'More Value By Design' exhibition

MR. JOHN DAVIES, Secretary of State for Trade and Industry, opening the 'More Value by Design' exhibition at The Design Centre, London, on January 26 said that one of the most notable transformations to have taken place in industry had been the progressive integration of a series of disparate activities into a single continuous flow.

'Much is said about industrial restructuring but the emphasis is given perhaps excessively to the merger of corporate entities rather than to the linkage and co-ordination of related industrial processess,' he said.

'Even today there is still some hesitation to accept that manufacture, marketing and distribution are simply parts of a single stream of operations that concerns the presentation of the product to the customer,'

Mr. Davies added, 'Even less is there widespread acceptance that the processes of research development and design are similarly part of the same cohesive pattern. Particularly, research and design are seen as creative activities where the discipline of such tight relationships with the more perpetual elements of the industrial process could only be regarded as hampering.

'But such is really not the case. There is no need to fetter the inquisitive mind of the researcher or the creative spirit of the designer in insisting upon such tight relationships. Indeed there is positive advantage to them. Imagination flourishes in a close association with the understanding of matching people's needs rather than in isolation from them.'

Mr. John Davies, Secretary of State for Trade and Industry during his opening address at The Design Centre.

Better understanding

'It seems to me that present developments in the professional attitudes to these problems correctly take the point of these observations and seek to lead industry into a better understanding of these relationships. The convergence of sophisticated thinking in organizations like the Council of Industrial Design and the Council of Engineering Institutions is unmistakable.

'To the layman they approach the problem of identifying the desirable finished article from opposite points of view but their own experienced consideration makes it clearer and clearer that those points of view are by no means opposite but at least parallel and perhaps even identical.'

'It is for this reason,' he added, 'that I so much welcome the recent joint efforts they are making to crystallize this convergence not in tedious statements of doctrine but in a practical endeavour to join forces in this important field of work. I know that they are looking now at the means by which they can further their plans despite the rather ascetic financial climate in which they are bound to live.

Industrial thinking

'Perhaps nothing is so convincing as the confidence shown by bodies like the COID and the CEI in the rightness of their conclusions by seeking to bring to fruition their intentions despite the constraints of that financial climate. They clearly believe that an initiative is needed to lead industrial thinking into the path of design unity – the marriage of efficiency to aesthetics in engineering as in consumer goods. They are not lamenting the absence of the funds they would so much have desired – they are getting on with the job of doing what they can with the resources they have.

'I see the same theme clearly evident in the present exhibition 'More Value by Design'. The concept of the identity of design with the whole spectrum of the industrial process pervades the presentation. Design is efficiency; reliability; value; innovation; convenience; simplicity; appearance. At the same time its harmonious function unites the production engineer and the marketer; the management and the financier; the researcher and the despatcher. Design is pervasive and this exhibition sets out to show it.'

Over 400 show at Hardware Trades Fair

WORLD-WIDE interest in the 17th International Hardware Trades Fair at Olympia, London (January 25-29) resulted in hundreds of buyers attending from throughout the world. The fair, claimed to be the largest and most comprehensive of its kind yet to be staged in this country, had over 400 exhibitors.

As well as inward missions from the United States, Canada, Norway, Sweden and Denmark, sponsored by Universal Exhibitions Ltd. in conjunction with the Hardware Manufacturers' Association and the British National Export Council, two large groups 84 and 63 strong respectively, came from Germany and Denmark 'under their own steam'.

The purchasing potential of the American and Canadian missions was such, stated the organizers, that they 'could absorb the total export business of the British hardware industry'. This is said to be currently running at some £280 million per annum.

It is interesting to note that, for the first time in the history of this event Czechoslovakia and Yugoslavia. participated

On display was a vast cross-section of hardware to meet the requirements of the building and allied industries, agriculture, craftsmanship, the handyman and the housewife.

Foreign representation was strong – there were government stands representing Czechoslovakia, Germany, Ireland and Ontario, as well as exhibitors from Austria, Finland, France, Germany, Italy, Spain, Switzerland, the United States and Yugoslavia.

The fair was to have been opened by Mr. Michael Noble, Minister for Trade at the Department of Trade and Industry. He was, however, unable to attend due to illness.

Plodiv Bulgaria' 71— gateway to a growing market

THE XXVII Plovdiv International Fair is to take place from September 19-28, 1971. This should provide British exporters with a unique opportunity of breaking into this small but growing market.

It is unique not only in that the Plovdiv Fair is the only occasion at which sellers are able to meet at first hand a wide selection of the decision makers in Bulgarian industry and commerce but also because 1971 is a special year for the following reasons:

(a) On December 21, 1970, a £5 million credit was signed with the Bulgarian Foreign Trade Bank enabling Bulgaria to purchase British capital and semi-capital goods and services on favourable credit terms. Contracts covered by the credit have to be placed in 1971. (Further information on the credit was published in *Trade and Industry* of December 30, 1970.)

(b) 1971 sees the commencement of the next Bulgarian five year plan;

(c) In 1970 British exports to Bulgaria reached £11.1 million, an increase of about 120 per cent over the 1969 figure of £4.9 million. It is hoped that this expansion of trade will continue. The increase was accounted for almost entirely by exports of plant and machinery.

Provided there is sufficient support from British industry the Department of Trade and Industry will organize an official British Pavilion. If you are interested you should apply as soon as possible and in any event not later than March 1, 1971.

Applications should be made to H. B. Formstone, Fairs and Promotions Branch, Department of Trade and Industry, Tower Block, 26 Old Bailey, London, E.C.4 **(Tel. 01-248 5757, Ext. 7184).**

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of the world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in the pink paper supplement of January 13 issue.

Foreign buyers on the Irish Linen Guild joint venture stands at the new fair for Furnishing Fabrics and Household Textiles held in Frankfurt.

Exhibitors have a busy time at new Frankfurt Fair

A report from the British Consulate-General (Commercial Section), Frankfurt

THE FIRST of a new series of international trade fairs in Frankfurt – the fair for home textiles, floor coverings and household textiles – was launched on January 13. One of the British exhibitors – there were altogether 82 of them, by far the largest foreign contingent – booked his first order within half-an hour of the opening.

Throughout the five days of its run the fair proved to be a busy and rewarding one – even whilst the workmen were rolling up the matting in the gangways at close on the Sunday, business was still being done on many of the stands.

Some 38,000 trade visitors were recorded as having gone through the turnstiles, about 20 per cent of them from outside Germany and coming from 50 different countries.

As far as exhibitors were concerned the degree of foreign participation was even higher, 261 out of a total of 606 (43 per cent).

This new fair revolves very much around the massive and extremely impressive carpet and floor coverings exhibit which has hitherto been part of the Frankfurt Spring Fair and in which, on this occasion, over a third of the total exhibitors (217) took part – 128 of them foreign and no less than 44 British.

Thirty-eight of the British carpet manufacturers were grouped in a joint venture under the sponsorship of the Department of Trade and Industry in conjunction with the Federation of British Carpet Manufacturers and the Tufted Carpets Manufacturers Association, whilst in the other sections a further 26 British firms were in similar joint ventures sponsored on the trade association side by the Textile Promotion Consultative Committee and the Irish Linen Guild.

Halls 5 and 5A were devoted exclusively to carpets and floor coverings generally, and in each the attractive British group stands stood out extremely well.

Wide range of goods

The range of goods shown appeared to be even wider than ever. Printed tufteds and woven long-pile rugs with pictorial designs created a great deal of interest amongst the foreign buyers, as also did a new range of Wilton carpets of geometric design in strikingly contrasting colours.

But it is difficult to single out particular items. The more traditional ranges of Axminsters and Wiltons and the tufted carpets, all of them in all shapes, colours and pile lengths, were well in demand, and everyone in the group expressed satisfaction at the number and quality of orders and inquiries received during the fair.

The main business was done with the EFTA countries as well as, to name a few, Canada, Australia, Japan and South Africa. Sales to member countries of the EEC continue, of course, to be hampered by the high tariff barriers, though exhibitors did report reasonable sales to some of them, particularly Italy.

A number of orders were taken from West German customers, but such orders tended to be placed to a large extent with those British firms which have agents carrying stocks there.

Split into sections

As in the case of the carpets, the joint venture under the auspices of the TPCC, with 18 firms taking part, had for reasons of product grouping to be split into two sections, each in a different hall. The members of both sections, many of whom were showing for the first time, were all extremely pleased with their results.

Newcomers were invariably and agreeably surprised at the international character of the fair, and most of them delighted about the opportunity it had given them not only to take orders, but also to make contacts and gather information about foreign and especially European markets.

One exhibitor even went as far as to say that even had he not taken any orders which in fact he did – his having participated in the fair would still have been well justified.

The stands of the TPCC group, designed by the Central Office of Information, were a hive of activity throughout the fair, and although inquiries and orders in this sector too, came largely from outside Germany, the volume of business with customers in the Federal Republic was particularly encouraging on this occasion. The collection of drapes, furnishing fabrics, bedspreads and the multitude of other items in the household textile field was obviously very much admired.

The eight firms in the Irish Linen Guild group were all exhibiting in Frankfurt for the first time and without exception very happy with the results of having taken part. The group held a very successful reception for store and other buyers at a local hotel during the fair and contacts made on that occasion undoubtedly contributed to the success of the venture. The range of linen goods shown on the stands was wide and attractive.

Orders taken and inquiries received clearly showed that the growing use of synthetic fabrics is not detracting seriously from the popularity of good Irish linen for domestic use.

Each of the joint ventures at the fair had an information stand manned by representatives of the respective trade associations.

Apart from the joint ventures 18 British firms were exhibiting at the fair independently, some in each of the three main product sections. They too appeared to be well satisfied with the results achieved.

All in all, this first home textiles fair can be regarded as a great success and one which augurs well for the future.

Foreign buyers on the Federation of British Carpet Manufacturers joint venture stands.

California trade drive

THE California Trade Drive 'Target California' has got off to a flying start in 1971 with the influential Greater San Fracisco Chamber of Commerce devoting its entire January edition of *San Francisco Business* to the forthcoming British Week in October – the consumer highlight of the Drive. The magazine emphasizes the benefits to be gained from increased British-California business, and naturally makes great play of the fact that San Francisco has been selected for the first-ever British Week in the United States. Mr. Walter Hoadley, executive vice-president and chief economist of the Bank of America, who came to London recently to brief British industrialists on the California scene, sums up the market as 'the most open-minded and adventurous in the United States, and at the same time probably the most highly competitive and challenging . . . and also one of the most receptive markets in the world.'

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, Room 437 Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.

British boats score a big hit at the Paris Boat Show

A report from the British Embassy, Paris

DESPITE LESS favourable conditions in the French pleasure boat market over the past few months, a select group of British manufacturers have managed to stay 'on course' and are now well placed to expand their operations in the event of the United Kingdom joining the Common Market.

The heavier economic weather, caused by tighter credit restrictions and the application, just over a year ago, of a TVA rate of 23 per cent to non-sea-going boats, has affected British, French and Common Market firms alike.

At the same time, British boat builders will need to keep an eye on rising costs at home, which have in some cases put prices up by as much as 15 per cent since last year.

Showing the flag

British participation at the annual French Salon International de la Navigation de Plaisance is never as large as it might be, understandably because the energies of many of Britain's leading boat builders are fully taken up by the important Earls Court show in London, which attracts so many American buyers. It was fortunate that, despite the clash in dates, enough British firms were able to take part in the Paris Salon to show the flag in a fitting manner.

One of the three largest boats in the show, and one which earlier on seemed likely to cause transport problems in bringing it by road from Le Havre, was the K40 fibreglass cabin cruiser made by Knox-Johnston Marine. On show this year for the first time, it came in for a good deal of interest from the press.

On the same stand, the Surfblazer QX2, a small water scooter made by Dynamic Developments Ltd., of Burton-on-Trent, was also making its first bow to the French public.

New look

The Paris Salon would not be complete without some Camper-Nicholson boats. This year they were in the news again with their well-priced N32 and 38 boats. They attracted attention by their new look, their clean lines and impeccable finish, combined with keen prices. According to Mr. George Nicholson, they were successful this year in selling boats off the stand to customers who had never seen them before, a fact which he attributed to their attractive prices and novel design.

Camper-Nicholson were also launching on the French market, for the first time, a range of boat accessories of their own manufacture. Although the Paris Show is expensive, Camper-Nicholson feel that it represents an excellent investment for them.

Hard-working agents

Freeman Ltd., another faithful exhibitor at the Paris Show, had a much better placed stand this year, with the result that their cabin cruisers attracted more visitors than ever. Despite a 10 per cent increase in prices since last year, their boats still have the reputation of being good value for money.

The fact that their hard-working agent was able to claim, with some pride, that their boats can command the best prices in the French second-hand boat market speaks highly for their reliability and sound design.

Not far away, were two Aquafibre boats with auxiliary motors. They were both of immaculate finish and had as beautiful lines as any in the show, the designs being by Sparkman and Stephens. Neither of the two boats, the Morning 34 or Aqua 30, was without its circle of admirers for long.

In the more popular-priced field, the Escomar Scorpion and Shetland filled an evident need for enthusiasts seeking inexpensive boating. According to the agents, the Shetland in particular has done very well over the past year. On the Coronet stand, somewhat dwarfed by a number of French cruisers, could be seen the two Dell Quay 13 and 17 Dory boats, which have proved to be so popular in the South of France for fishing purposes. Their representative, Mr. Finch, who was present on the stand, was extremely pleased with the way sales were developing.

Leading makes

In the engine section, the Perkins inboard diesels and the small Seagull outboards were again among the leading makes in their respective fields. Perkins have won their way to the position of being the third supplier to the French market. Far from wanting to rest on their laurels, they are now planning to reach second place within two years.

Meanwhile, the Seagull motors continue to make headway on the strength of their reliability. Some models have been reported to give service for seven years without repairs.

Among the collapsible rubber dinghies, the Avon dinghy and the Dunlop life-saving raft are accepted as leading makes in their field. They have both been certified for use as life-saving equipment on larger craft.

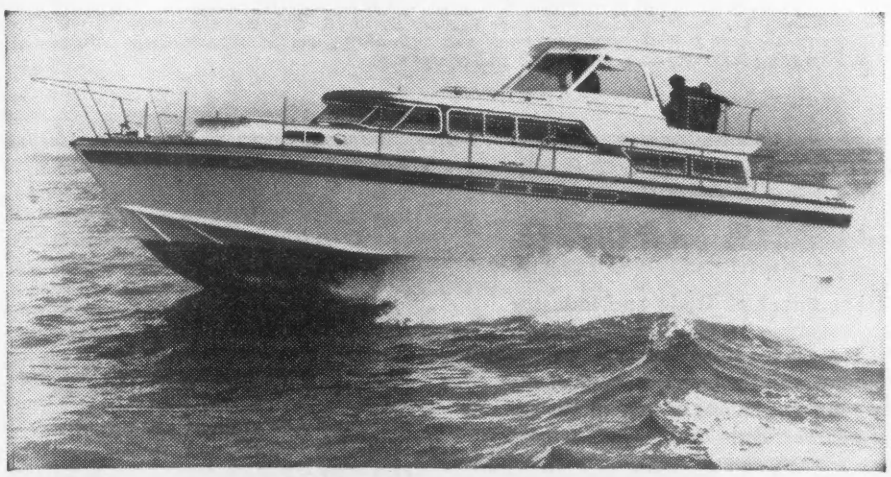
On the upper level in the Salon, among the smaller dinghies, was to be found a group of catamarans made by Prout & Sons. Though somewhat high in price, by show standards, their superior finish testified to the excellence of British craftsmanship at its best.

Steady progress achieved

The steady progress being achieved by British boat builders in France is all the more to their credit when seen against the over-all picture of falling sales due to the heavy increase during the past year in the cost of owning a boat. Whereas between October 1968 and September 1969 30,118 new boats were registered in France, the corresponding figure for 1969 to 1970 was 20,427.

Of the 237,765 boats appearing on the register last year, 103,063, or nearly 50 per cent, were located in the Marseille area. The Nantes area accounted for 45,116 and Bordeaux for 36,103. Along the English Channel, Le Havre had 32, 217 and St. Malo 21,266

The figures would seem to argue in favour of stepping up sales efforts along the south coast of France and along the Atlantic coast between Bordeaux and Nantes, where numbers of new marinas are being constructed. With one boat for 170 inhabitants, France still has a long way to go to catch up with the United States, where there is said to be one boat for 24 inhabitants.



The Knox-Johnston Marine K40, was one of the three largest boats at the 10th Salon International de la Navigation de Plaisance in Paris.

'Prides' of lions for Chelsea Antiques Fairs

THE CHELSEA Antiques Fairs, which attract visitors from all over the country and many from overseas to Chelsea Old Town Hall, King's Road, will be held from March 17-27, and from September 15-25. They are open daily (except Sunday) from 11.00 to 19.30 hours. The Spring Fair is the 32nd in the series.

The loan collection, always an additional attraction at the Chelsea Fairs, will have a leonine motif. Two notable women have built up collections of lions and each will lend their favourites for display at the March Fair.

The owners of the 'prides' are Nicolette Devas, the author (best-seller 'Two Flamboyant Fathers' and 'Black Eggs', published last year) and Ailsa Garland, first woman assistant editor of the *Daily Mirror*, former editor of *Vogue* and of *Woman's Journal* and now fashion co-ordinator of IPC Magazines.

High standards

The Chelsea Fairs, apart from the Grosvenor House Fair, are the longest-established in the country. They are internationally recognized for their high standards and good value and for their special contribution to London's pre-eminence as a mecca for collectors.

Each fair offers a wide range of porcelain, glass, silver, jewellery, furniture, paintings and prints, objets d'art and curios and bygones. The exhibitors, with a total of 48 stands, are first-class dealers from all over England as well as from the London area, who display their most important and interesting pieces at the fairs.

British trade drive in Switzerland begins

THE THIRD Trade Drive to be sponsored by BNEC Export Council for Europe and the Department of Trade and Industry began with a joint venture at the 'Microtecnic' Trade Fair in Zurich (January 27-February 2). It will be closely followed by a retail promotion in the Jelmoli department store and a BNEC consumer durables display; these take place in Zurich (February 4-13) and in Geneva (February 18-23).

The keynote of the British Trade Drive in Switzerland 1971 is selectivity. The Commercial Departments of the British Embassy (Berne) and the British Consulate General (Zurich) identified the market opportunities and BNEC Export Council for Europe and the Department of Trade and Industry recommended a year-long programme of the most suitable forms of promotions.

Mr. Rex Bate, director, Renold Ltd., leader of ECE's Swiss team, said: 'Contrary to its popular tourist image, Switzerland is a highly industrialized country and represents a highly specialized export market, so that anyone hoping to capture business there must go about it very methodically.

'This is the first time we have sponsored a trade promotion with such clearly defined objectives, and I think this technique of "targeting" will probably be used more and more in future. I know ECE are working along similar lines in Denmark for the 1972 Trade Drive there.'

The 'target' covered by the Microtecnic joint venture, which is sponsored by the Gauge & Tool Makers Association, is electronic components and measuring equipment. Switzerland uses nearly £30 million annually of these at present and the demand is increasing by around 18 per cent annually. Only 15-20 per cent of the home demand for electronic components can be met by home production.

In the BNEC consumer durables display special attention is being paid to domestic electrical appliances, do-it-yourself equipment, and hi-fi and colour television. West Germany takes one third of the total hi-fi market, followed by the Japanese, Dutch and French, but it is reckoned that only 30 per cent of the potential demand has yet been tapped. The market for do-it-yourself equipment, handtools, and accessories is currently estimated at about £15 million and has considerable growth potential.

Special demands

Switzerland's acute shortage of labour underlies most of the special market demands which have been pinpointed by the British Consulate General's Commercial Department. In addition to those already mentioned, these include small computers and computer equipment, industrial and process control, effluent treatment, equipment for hospitals and hotels, and labour-saving agricultural equipment.

Joint ventures and trade missions throughout the year will cover most of the product groups. There will be a symposium of British advanced technology in Zurich in September, organized by the London Chamber of Commerce.

The Trade Drive will also include retail promotions of consumer goods in September in Zurich and other big cities, in addition to the Jelmoli store promotion being held in February.

Last year's British Trade Drive in Finland sponsored by BNEC Export Council for Europe and the Department of Trade and Industry helped increase Britain's exports to Finland by over 30 per cent.

United Kingdom exports to Switzerland January-November 1970 totalled £191 million. The 1969 total, January-December, was £183.7 million, representing 8 per cent of the market and a 34 per cent increase over the 1968 total.

Switzerland has the highest per capita rate of imports (£357 per annum) of any EFTA country. Her 1969 total import bill amounted to £2,195 million, her chief suppliers being West Germany, France, Italy, the United States, Britain, Netherlands and Belgium, in that order.

NON-DESTRUCTIVE TESTING EXHIBITION

Over 1,200 *visitors from industrial firms in London and the south east attended the Non-Destructive Testing Exhibition organized by the Department of Trade and Industry at the Bloomsbury Centre Hotel, London, from January* 26 *to* 28. *This was the seventh event in a series to promote a wider appreciation of this technology, and* 51 *organizations collaborated in displaying NDT services, techniques and equipment.*

Report on Overseas Trade

Prepared by the Statistics Division of the Department of Trade and Industry

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices ". . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times* Monthly **6s. (30p)** (*by post* **6s. 6d.**). Annual subscription **£3 16s. (£3.80)** including postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, *S.E.*1), *Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.*

HMSO

Passing the million mark

By R. W. Westley, Registrar of Companies

The millionth company to be formed in the United Kingdom has been registered at the Companies Registration Office. Appropriately, it is called 'The Millionth Company Ltd.' To mark the event, an informal ceremony was held at Companies House, London, on January 26. Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, Department of Trade and Industry, presented the millionth registration certificate to Mr. A. Matthews, a director of Jordan & Sons Ltd., agents for The Millionth Company. In this feature, the Registrar of Companies discusses the role of the Companies Registration Office in the commercial and legal worlds as it passes this 'millionth milestone', and describes the Office's work and how it is improving its facilities and services.

The registration of The Millionth Company was presented by Mr. Nicholas Ridley (left), Parliamentary Under-Secretary of State for Industry, to Mr. A. Matthews, a director of Jordan and Sons Ltd., agents for the company. Founded in 1863, Jordan and Sons are one of the oldest company agents in business and have been closely connected with the Companies Registration Office ever since their foundation.

Supplement to 'Trade and Industry', February 3, 1971

Passing the million mark

Annual throughput of the inward post room is a quarter of a million letters and nearly a million documents. The greater part of a total of over £6 million handled yearly by Companies House also passes through the post room.

THERE ARE in fact three Registrars of Companies in the United Kingdom. In Edinburgh and Belfast, they deal with companies whose registered offices are situated in Scotland and Northern Ireland respectively, while my concern is with England and Wales. Our functions are in most respects identical, but in this article I restrict myself to my own territory and its office in London.

My first predecessor was appointed in 1844 as Registrar of Joint Stock Companies, but the modern limited company may be considered to have come into being with the Joint Stock Companies Act 1856 which incorporated the provisions of the Limited Liability Act 1855 and which with other Acts was consolidated into the first 'Companies Act' known as such in 1862. Companies numbered 1,000, 50,000, 100,000 and 500,000 were registered in 1857, 1896, 1908 and 1951 respectively. Thus while it took close on a century to reach the first 500,000, the second half million were registered in little over 19 years.

This upsurge in company registration, coupled with greater disclosure requirements imposed by successive Companies Acts has during the last three or four decades thrown an increasing burden on the Companies Registration Office. Until April 1948 the Office was part of Inland Revenue and was housed successively in Somerset House and Bush House. By 1961 the accommodation had become completely inadequate and in mid-1962 a move was made to the present location in Companies House, City Road, E.C.1. This building, designed and constructed as a warehouse and showroom, then provided ample storage space for the records on very strong floors, much better search room facilities, gravity chutes for the delivery of files to the search rooms and mechanical hoists for the return journey to the filing floors.

Before going into more detail on the subject of accommodation and workloads it is useful to describe in very broad outline the work of the Office. This falls roughly into two main parts. The first is the administration of those sections of the Companies Acts concerned with the registration of new companies and the names by which they are to be known; the receipt, examination, recording and filing of those periodic and casual returns they are required to make during their existence or liquidation; the identification and pursuit of those who fall into default with their returns and finally arranging the demise of those which are liquidated or become moribund. This is not the place in which to detail all the returns, etc. a company is required to make. A short guide to the requirements in this respect, entitled 'Notes for the Guidance of Registered Companies' is obtainable free on request to this Office. A companion booklet for the guidance of those about to set up a new company and entitled 'Incorporation of New Companies – notes for guidance' is similarly available.

Half a million still 'alive'

The volume of work undertaken in the Office may surprise those meeting it for the first time. Of the one million companies registered, almost exactly a half are still 'alive'. All except the newly-incorporated are required by law to send to the Registrar every year an Annual Return to which must be annexed accounts and a Directors' Report (this is, in fact, a slight over-simplification but suffices for illustration). In addition most companies submit at least one extra notification a year, be it in connection with a change of directors or of a

The public may inspect documents filed with the Registrar of Companies on payment of a shilling. At peak periods the number of searches through company records has exceeded 6,000 a day; and with two or three volumes of documents often involved in each search the number of volumes travelling between Companies House's repositories and the search rooms can reach 6,000 an hour. The public index room is shown in the picture on the left. Above is the public search room, while in the illustration below company volumes are seen arriving by conveyor and chute for distribution to reading desks in the search room.

Of the one million companies, nearly half are still 'alive.' Their documents occupy 17 miles of shelving in repositories on five floors of Companies House. In the picture below a company volume is dropped into a chute to begin its journey from the repository to the public search room.

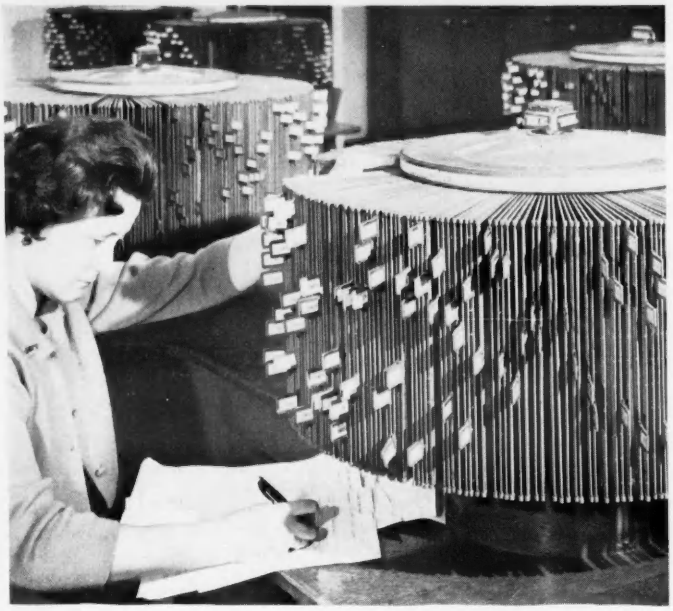
registered office address, a registration of a mortgage or charge, or some other factor affecting the company. Thus around a million or so documents are received, examined, recorded and filed each year. As each annual return must be accompanied by a £3 fee and each new incorporation requires a registration fee of between £20 and £68, depending on the amount of nominal capital, a considerable amount of money is handled and accounted for. Moreover the Office accepts on behalf of Inland Revenue the capital duty involved and arranges to have the appropriate documents stamped.

To house the documents of the half million 'live' companies requires some 17 miles of shelving in Companies House; while another five miles or so in an out-of-town repository hold the documents of the more recently 'dead' and some of the older documents of the 'living'.

One of the big problems facing Companies House is that of obtaining the prescribed statutory returns from companies. A large staff is engaged throughout the year in identifying companies in default and reminding them of their obligations. At this point a word of warning to directors and secretaries is appropriate. Whether or not they entrust the preparation and submission of statutory returns to professional advisers they personally, as well as the company itself, are liable to prosecution if the company fails to file its returns completely and in time. The penalty for default of so filing any return can be as much as £5 for every day during which the default continues. The effort involved at Companies House in undertaking this default action is very considerable; as many as a quarter of a million reminders are despatched each year.

(Continued on next page)

Passing the million mark, *continued*



When new companies are registered, the records must be searched to establish that the names by which they are to be known have not already been used or cannot be confused with the name of an existing company

These comments are an apt enough introduction to the second main part of our work – the public search facilities. Successive Companies Acts stipulate that the documents filed with the Registrar may by inspected by 'any person' on payment of a fee 'not exceeding one shilling'.

Appetite for information

The respective increases in the amount of information required to be furnished by each company and the number of companies on the register have made available an enormous store of information to searchers. This has in turn whetted the appetite of the public for information and is the cause of the number of searches more than doubling since as recently as 1962. The number of searches carried out in 1970 was approximately 1½ million; the demand rate varies from day to day but at its peak reaches almost 6,000. There is, too, a tendency to concentrate searching between 11 a.m. and 3 p.m. and since one search necessitates on average the provision of between two and three volumes, each having to be extracted from and ultimately returned to its correct place in the 17 miles of racking, the total number of volumes travelling between racks and search rooms can reach as many as 6,000 per hour.

The work of incorporating companies, servicing their returns, printing the appropriate forms and searching files for information has over the years become specialized and has called into being a body of professional company agents, most of whom will act in the formation of a company, provide all the necessary forms and carry out searches on behalf of clients unable or unwilling to do so in person. These, together with solicitors and accountants, make up the greater proportion of the army, thirsting for information, which descends on Companies House each day.

To accommodate them, the number of reading desks has periodically been increased since 1962 and towards the end of 1969 had reached 352 but was still insufficient. One cause of overcrowding was the fact that more information was available – with the result that the average time for a search had increased during the past few years from 10 to nearly 40 minutes; another was the unforeseeable doubling of demand in eight years which overloaded the transmission arrangements and led to delays in handling files. Recent accommodation changes and an extension in the space available have provided a new total of 448 seats which should suffice in the immediate future. If present trends continue, however, other remedies must be found. Several are under active investigation.

The time taken for a search would be much longer than it is, were searchers still required to make abstracts in longhand. For many years photocopying has been used for providing copies, on payment, of complete or parts of documents (the Registrar is required by law to provide such copies), and from time to time the photocopying facilities have been improved and extended. During 1970 well over a million sheets of copy were provided to searchers. The latest changes, which include a bigger print room with more and speedier machines connected direct by a mechanical conveyor to the copy counter should result not only in a quicker and better photocopying service but also a more speedy return of the files to circulation.

Microfilm the probable answer

The problem of reducing delays in providing files to searchers is being tackled in several different ways. An operations research team is examining the possibility of introducing additional conveyor systems to reduce manhandling and alterations to layouts. This could provide a partial solution, but the probable long-term answer lies with microfilm.

The particular system now under evaluation involves the use of the microfiche form. It cannot be introduced overnight – one of the pre-requisites is the copying of several million documents – but a small pilot experiment will probably be run later this year to test public reactions. Even should the scheme achieve all-round acceptance, however, it would take between three and four years to change over completely.

The main effect would be that a company file would be replaced by (in most cases) two sheets each measuring 6 inches by 4 inches and containing up to 60 frames, each frame reproducing one complete page. Less frequently used documents would not be reproduced since the complete file would remain available if required, although perhaps 48 hours notice might have to be given. The small space occupied by each fiche and the ease with which it could be handled should eliminate practically all the waiting for files which now occurs.

Another development, the introduction of a computer which will initially process only the default action, is also in the pilot study stage. It seems possible that computerization may be introduced on a test basis before the end of 1971. Also under consideration, but not in so advanced a stage, are studies of the possibility of using the computer to analyse the information in its store and, in conjunction with remote terminals, to provide selected information (such as the address of registered offices) at a distance. Such refinements need careful consideration since special and expensive equipment would be involved. They are not likely to be introduced in the near future but may prove desirable and worthwhile – even essential – if pressures on existing facilities become too great.

The Companies Registration Office is at Companies House, 55-71 City Road, London, EC1Y 1BB (Tel. 01-253 9393).

Changes in the Programme of Trade Promotions and in the Classified Lists of Trade Fairs and Exhibitions throughout the world (published on November 4 1970)

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH DEPARTMENT OF TRADE AND INDUSTRY ASSISTANCE

Further details about an event may be obtained from the officer named (Tel. 01-248 5757). Inquiries for details of the Joint Venture Scheme under which the DTI co-operates with trade associations and any general inquiries in connection with Section I (Tel. 01-248 5757, Ext. 7200).

(a) GENERAL

DELETE – 1971

INNSBRUCK:
39th Innsbruck Fair – September 1971

AMENDMENTS – 1971

FRANKFURT
International Spring Fair – February 28-March 4, 1971
This entry should be amended to read:
Official information stand and joint ventures with:
(i) Piano Manufacturers Association.
(ii) Association of Musical Instrument Industries.
(iii) British Stationery and Office Equipment Association.
(iv) British Jewellery and Giftware Federation.
(K. J. C. Edgington, Ext. 7201)

TEL AVIV:
International Trade Fair (Technology) – June 7-17, 1971
The dates of this entry should be amended to read:
June 8-15, 1971.
(J. A. Swinton, Ext. 7209)

SINGAPORE:
Proposed British Industrial Exhibition – October 18-29, 1971
All British exhibition organized by the Department of Trade and Industry.
This entry should be amended to read:
Special British exhibition organized by the Department of Trade and Industry.

ADDITION – 1971

ALGIERS:
International Trade Fair – August 27-September 12, 1971
The Department of Trade and Industry may organize a British pavilion at this event.
(J. A. Swinton, Ext. 7209)

AMENDMENT – 1972

FRANKFURT:
International Spring Fair – February 1972
This entry should be amended to read:
Official information stand and joint ventures with:
(i) Piano Manufacturers Association.
(ii) Association of Musical Instrument Industries.
(iii) British Stationery and Office Equipment Association.
(iv) British Jewellery and Giftware Federation.
(K. J. C. Edgington, Ext. 7201)

(b) SPECIALIZED

DELETE – 1971

SAN FRANCISCO:
Display of British Men's Sportswear – March 12-19, 1971

SAN FRANCISCO:
Display of British Women's Outerwear – March 20-26, 1971

SAO PAULO:
International Packaging and Graphic Arts Exhibition – May 10-16, 1971

ATLANTIC CITY:
Spring Joint Computer Conference – May 17-20, 1971

MEXICO CITY:
World Veterinary Congress – August 15-21, 1971

LYONS:
International Hardware Exhibition – September 24-27, 1971

COPENHAGEN:
International Agricultural Machinery Fair (AGRIMA) – December 1-4, 1971

AMENDMENTS – 1971

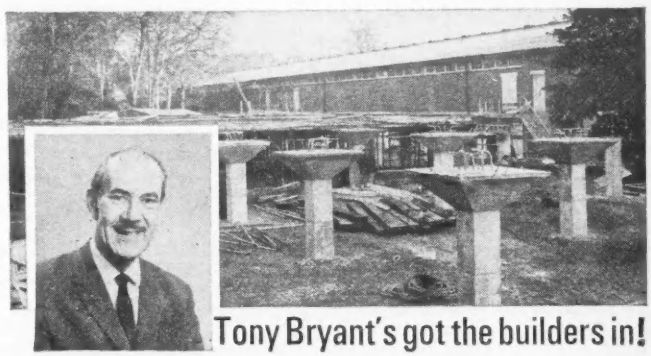
MELBOURNE:
9th International Conference on Medical and Biological Engineering – 23-27, 1971
The dates of this entry should be corrected to read:
August 23-27, 1971.

ZURICH:
Consumer Durables Exhibition – February 8-13, 1971
The dates of this entry should be amended to read:
February 5-13, 1971.

VANCOUVER:
British Motor Show – February 1971
The dates for this entry should be amended to read:
February 5-9, 1971.
(Mrs. E. Naughton, Ext. 7204)

OFFENBACH:
International Leather Goods Fair – February 1971
The dates of this entry should be amended to read:
February 27-March 4, 1971.
(Miss A. Barber, Ext. 7080).

MONTREAL:
British Motor Show – April 1971
The dates of this entry should be amended to read:
April 14-19, 1971.
(Mrs. G. Naughton, Ext. 7204)



Tony Bryant's got the builders in!

Every year more and more people are choosing Harrogate as the ideal place to stage their Conferences, Trade Fairs and Exhibitions and this means that even Harrogate's existing space has to be augmented. So the builders are in, erecting a third Exhibition Hall which, when completed this year, will boost the available floor space to 100,000 sq. ft.

All this space is in a closely-knit area and at street level, affording easy access for even large and unwieldy items.

Tony Bryant's '*team*' offers a complete service for **your** '*occasion*', with years of experience in the Conference/Exhibition fields — all this is at your disposal when you write to Tony Bryant . . .
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HARROGATE
Britain's most successful Conference & Exhibition Centre
Members of The Association of British Conference Towns & The European Federation of Conference Towns.

MELBOURNE:
6th International Engineering Show – August 2-7, 1971
This entry should be amended to read:
Joint venture with London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 7093)

TORONTO:
Canadian Welding Society Show – September 28-30, 1971
This entry should be amended to read:
Joint venture with the Birmingham Engineering and Building Centre.
(Mrs. G. Naughton, Ext. 7204)

MONTREAL:
Canadian Shoe and Leather Fair – September 1971
The dates of this entry should be amended to read:
September 26-28, 1971

DUBLIN:
Irish Hardware and Household Goods Exhibition – October 12-15, 1971
Joint venture with the Hardware Manufacturers Association.
This entry should be amended by adding British Electrical and Allied Manufacturers Association.

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemicals, Foodstuffs and Food and Drink Industries (Machevo) – October 14-21, 1971
The entry should be amended to read:
Joint venture with the Council of British Manufacturers of Petroleum Equipment.

TOKYO:
Aerospace Show – October 29-November 3, 1971
This entry should be amended to read:
Nagoya: Aerospace Show – October 29-November 3, 1971
Joint venture with the Society of British Aerospace Companies.

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam and Promeuropam) – October 1971
The dates of this entry should be amended to read:
October 2-5, 1971.

BASLE:
International Hotel and Catering Exhibition (Igeho) – November 17-23, 1971
Joint venture with the London Chamber of Commerce.
This entry should be amended by adding Federation of British Carpet Manufacturers.

PARIS:
International Hydraulics and Compressed Air Exhibition – November 29-December 4, 1971
This entry should be amended to read:
Joint venture with Association of Hydraulic Equipment Manufacturers.

TORONTO:
Canadian Education Showplace – December 1971
This entry should be amended to read:
October 28-30, 1971.
Joint venture with the London Chamber of Commerce.
(Mrs. G. Naughton, Ext. 7204)

ADDITIONS – 1971

'TARGET CALIFORNIA'

LOS ANGELES:
Pacific Fine Foods and Beverage Fair – July 11-14, 1971
Joint venture with the British Food Export Council.
(C. J. Mather, Ext. 265)

'TARGET CALIFORNIA'

LOS ANGELES:
Pacific Coast Regional Restaurant Exposition – August 14-17, 1971
Joint venture with the London Chamber of Commerce.
(C. J. Mather, Ext. 265)

'TARGET CALIFORNIA'

TOKYO:
Fluid Power International Exhibition – September 23-29, 1971
Joint venture with the Association of Hydraulic Equipment Manufacturers.
(Mrs. I. M. Janzen, Ext. 7093)

NEW YORK:
National Association Men's Sportswear Buyers – October 17-20, 1971
Joint venture with the Clothing Export Council.
(R. J. Middleton, Ext. 7094)

NEW YORK:
National Outerwear and Sportswear Association Suppliers Exhibition – October 1971
Joint venture with Leather Institute.
(R. J. Middleton, Ext. 7094)

ZURICH:
International Clothing Exhibition – October 1971
Joint venture with the Clothing Export Council.
(T. E. Kerfoot, Ext. 7011).

TEL AVIV:
Agricultural and Food Exhibition – November 16-25, 1971
The Department of Trade and Industry may organize a British Exhibition.
(J. A. Swinton, Ext. 7209)

DELETE – 1972

OSAKA:
Japan Plastics Fair (Japan Plas) – 1972

COLOGNE:
International Household Goods and Hardware Fair – February, 1972

MALMO:
Mechanical Industries Fair (Mekanik '72) – April, 1972

PHILADELPHIA:
American Ceramic Society Exhibition – May, 1972

SAO PAULO:
International Packaging and Graphic Arts Exhibition – May, 1972

STOCKHOLM:
Carpet Exhibition (Golvex) – August 1972

SANTA CRUZ:
Agricultural, Animal, Industrial and Commercial Exhibition – September, 1972

AMENDMENTS – 1972

HAMBURG:
International Boat Show – January 1972
The date of this entry should be amended to read:
October 31-November 7, 1971

TOKYO:
Health and Environment Exhibition – March 1-7, 1972
The dates of this entry should be amended to read:
February 28-March 6, 1972

AMSTERDAM:
International Boat and Camping Exhibition (HISWA) – March, 1972
This entry should be amended to read:
Joint venture with the Ship and Boat Builders National Federation.
(T. E. Kerfoot, Ext. 7011)

SAO PAULO:
International Building and Construction Exhibition – November 1972
The dates of this entry should be amended to read:
1972.

ADDITION – 1972

HANOVER:
International Air Show – April-May, 1972
Joint venture with the Society of British Aerospace Companies.
(K. J. C. Edgington, Ext. 7201)

(c) BRITISH WEEKS AND STORE PROMOTIONS

ADDITIONS – 1971

TORONTO:
British Mini Food Week – May 12-29, 1971
Organized by McLaren-Wright Co. Ltd., 186 Muro Street, Toronto, in collaboration with Cecan (BNEC).
Contact: Mr. A. Gerrard, McLaren-Wright Co.
General promotion of British food in 20 shopping centres.
(Mrs. G. Naughton, Ext. 7204).

LIEZEN:
British Shopping Week – September 14-22, 1971
The promotion will feature consumer goods in general and approximately 80 outlets will take part.
Firms wishing to supply goods should make direct contact with:
Herr Wolfgang Ueberbacher. Kaufhaus Hans Ueberbacher, 8340 Leizen.
(K. R. Timmins, Ext. 7104)

AUSTRIA:

WELS:
Superpoint Store Promotion – September 24-October 2, 1971
This supermarket promotion will feature foodstuffs. Firms wishing to supply goods for the promotion should contact Herr Prok Mayr, the local organizer, at the following address:
Firma A. Stadlbaur, 4600 Wells, Postfach 181.
(K. R. Timmins, Ext. 7104)

LINZ:
British Shopping Week – September 24-October 2, 1971
Approximately 100 outlets will take part and the promotion will feature consumer goods in general.
Firms interested in supplying goods to the retail outlets should contact direct Herr L. Burmester, the local organizer, at the following address:
Linzer City Ring, Humboldstrasse 39/11, 4020 Linz.
(K. R. Timmins, Ext. 7104)

ROCHESTER, NEW YORK:
November 8-20, 1971
McCurdy & Co. Inc. Possible all store promotion of British goods.
London Buying House: O. Zeigler Ltd., 27 Albemarle Street, London, W.1. (Tel. 01-629 1362).
(H. Gladwell, Ext. 318)

Amendments and Additions to Classified Trade Fairs and Exhibitions—Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and condition of participation, but the Department of Trade and Industry, Trade Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, EC4M 7HU, will be pleased to answer general inquiries. The telephone number of the DTI is 01-248 5757, extensions:

Eastern Europe, including Eastern Germany, North Africa, Middle East	7246
Bonn, Cologne, Dortmund, Düsseldorf, Essen and Hamburg	225
Other towns in West Germany	7180
France, Iceland and Norway	7205
Denmark, Finland and Sweden	7207
Switzerland, Netherlands, Belgium, Luxembourg	7011
South and Central America, Italy, Spain, Portugal, Austria, Irish Republic, Greece, Turkey, Cyprus, Malta and Africa	505
Australia, New Zealand, Asia	7099
United States, Mid West and West Coast only	265
Other towns in the United States, Canada, Caribbean	7094
United Kingdom	7109

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

DELETE – 1971

STOCKHOLM:
Carpet Exhibition (GOLVEX) – August

HELSINKI:
International Maritime Exhibition (NAVIGARE) – September

PLZEN:
'World of Children 71' – Autumn

AMENDMENTS – 1971

BRUSSELS:
International Chocolate Confectionery and Biscuit Exhibition – February
Dates should be amended to read: September 17-20.

STOCKHOLM:
International Boat Show – March
Dates should be amended to read: March 20-April 4.

BRNO:
International Fair of Consumer Goods – April 21-28
Dates should be amended to read: April 18-25.

GOTHENBURG:
International Home and Household Exhibition –September
Dates should be amended to read: September 11-19.

PRAGUE:
4th International Exhibitions of Hi-Fi Equipment (HI-FI EXPO 71) – October
Dates should be amended to read: October 14-23.

BRNO:
4th International Shop and Restaurant Equipment Equipment Show and International Symposium (INTECO 71) – October
Dates should be amended to read: October 18-24.

ADDITIONS – 1971

ATHENS:
12th National Exhibition of Shoes and Leather Goods – March 10-14
Apply, Greek Shoe and Leather Organisation, 64 Panepistimiou Street, Athens (141), Greece.

MALMO:
International Shooting Exhibition (JAKT 71) – April 17-25
Apply, The Scanian Hunting Society and Stiftelsen Skanemassan, Box 19015, S-200 73, Malmo 19.

CASABLANCA:
International Trade Fair – April 26-May 16
Apply, Foire Internationale de Casablanca Commissariat General, Rue Jules Mauran, C.N.SS. 86.040.

BRNO:
International Show of Dogs – June 26-27
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, W.1 (Tel. 01-734 0855).

ZILINA (CZECH):
International Symposium and Exhibition (SYMPOMEGH) – July 4-10
Apply, Mr. V. Matejka, Consultative Committee for the Mechanisation and Automotion of Construction, Nove Mesto, Vaclavske Namesti 55, Psmas, Prague 1.

PRAGUE:
International Exhibition of Sporting Goods and Equipment (SPORTEXPO 71) – July 27-August 3
Apply, Made in Publicity, 92 Fleet Street, E.C.4 (Tel. 01-583 7034).

PRAGUE:
International Exhibition of Sanitary Engineering and Medicaments (MEDIEXPO 71) – August 22-29
Apply, Made in Publicity, 92 Fleet Street, E.C.4 (Tel. 01-583 7034).

BRNO:
International Engineering Trade Fair – September 4-13
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, W.1 (Tel. 01-734 0855).

BASLE:
International Exhibition for Pharmacists (IPHARMEX) – October 1-5
Apply, Sekretariat IPHARMEX, Ch-4000, Basle 21.

HAMBURG:
European Marine Trade Exhibition and Convention (EMTEC) – October 20-23
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W.1 (Tel. 01-734 0511).

BRNO:
Exhibition of Display Requisites – October 20-26
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, W.1 (Tel. 01-734 0855).

HAMBURG:
International Boat Show – October 31-November 7
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W.1 (Tel. 01-734 0511).

ZURICH:
International Clothing Exhibition – October
Apply, 2 avenue Pictet-de-Rochemont, Ch-1207 Geneva.

BRNO:
Filmforum – November 2-4
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, W.1 (Tel. 01-734 0855).

DELETE – 1972

HAMBURG:
International Boat Show

HAMBURG:
International Garden Exhibition – April-October

ADDITIONS – 1972

BRNO:
International Agricultural Show (AGROPRAHA)
Apply, Made in Publicity, 92 Fleet Street, E.C.4 (Tel. 583 7034).

LEIPZIG:
Spring Fair – March 12-21
Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, W.2 (Tel. 01-493 3111).

ZURICH:
International Clothing Exhibition – March
Apply, 2 avenue Pictet-de-Rochemont, Ch-1207 Geneva.

AMSTERDAM:
International Petroleum Exhibition in Europe – May 16-20
Apply, Petrotech 2, Oostzeedijk 244, Rotterdam.

GENEVA:
International Airport Construction and Equipment Exhibition – June 5-9
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, E.C.1 (Tel. 01-405 5171).

LEIPZIG:
Autumn Fair – September 3-10
Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.2 (Tel. 01-493 3111).

ZURICH:
International Clothing Exhibition – October
Apply, 2 avenue Pictet-de-Rochemont, Ch-1207 Geneva.

DUBLIN:
Irish Hardware and Household Goods Exhibition – October
Apply, Industrial and Trade Fairs (Ireland) Ltd., 39 Fitzwilliam Street, Dublin 2.

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index.*

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BILBAO:
Machine Tool Exhibition – October
Apply, Director General de la Feria de Muestras Internacional de Bilbao Tercio de Begona, No. 2 Apartado de Correos 468, Bilbao 13.

VIENNA:
4th International Trade Exhibition of Medical and Hospital Equipment (IFAS) – October
Apply, Sekretariat, Arbeitsgemennschaft fur Fachausstellungen, Loquaiplatz 13, Vienna 66.

VIENNA:
International Exhibition of Vending Machinery and International Congress of Vending (INCOMAT) – November
Apply, Austrian Association of Vending Machine Traders, Brucknerstrasse 4/8, Vienna IV.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

AMENDMENTS – 1971

TEL-AVIV:
International Trade Fair (TECHNOLOGY) – June 7-17
Dates should be amended to read: June 8-15.

ALGIERS:
International Trade Fair
Dates should be amended to read: August 27-September 12.

ANAHEIM:
California Grocers Association Annual Convention – October 15-18
Dates should be amended to read: October 15-18, 1972.

ADDITIONS – 1971

SAN DIEGO:
Annual Electrical and Home Appliances Show – Spring and Autumn
Apply, Bureau of Home Appliances of San Diego County, 233, 'A' Street, Suite 1007, San Diego, California.

LOS ANGELES:
Western Packaging Exposition – July 10-12
Apply, Clapp & Poliak Inc., 245 Park Avenue, New York, NY 10017.

MILWAUKEE:
International Aerospace Exposition – July 29-August 1
Apply, United States International Aerospace Exposition Milwaukee Inc., General Mitchell Field, Milwaukee, Wisconsin 53207.

CHICAGO:
National Premium Show – September 13-16
Apply, H. H. Erickson Jnr., 407 South Dearborn Street, Chicago 60605, Illinois, USA.

SAN FRANCISCO:
California Grocers Association Annual Convention – October 31-November 3
Apply, Philip A. McIntyre, Exhibition Manager, 870 Market Street, Room 870, San Francisco, California 94102, USA.

CHICAGO:
Point of Purchase Advertising Institute Annual Symposium and Exhibition – October
Apply Dorothy A. May, Executive Director, 521 5th Avenue, New York, NY 10017, USA.

SAN SALVADOR:
5th International Fair of El Salvador – November 3-20
Apply, Managing Director, Executive International Fair Committee, Avenida Revolucion y Doble Via a Santa Tecla, San Salvador, El Salvador.

TEL-AVIV:
British Agriculture and Food Exhibition – November 16-25
Apply, Overseas Exhibition Services Ltd., 11 Manchester Square, London, W1M 5AB (Tel. 01-486 1951).

ANAHEIM:
Western Plant Engineering and Maintenance Show – November
Apply, A. Byron Perkins & Associates, Inc., 3951 East Huntington Drive, Suite 104, Pasadena, California 91107.

DELETE – 1972

SAO PAULO:
Packaging and Graphic Arts Exhibition – May

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

DELETIONS – 1971

LONDON:
The Confectionery, Tobacco and Allied Trades Fair – March 23-25. At RHS New Hall, S.W.1.

LONDON:
International Audio and Music Fair – October 21-26. At Olympia.

AMENDMENTS – 1971

LONDON:
Leather Expo '71 – May 18-21
Dates should be amended to read: May 18-20.

LONDON:
Export Services and International Physical Distribution – September 13-17
Title should be amended to read:
Financing for International Trade and Export Services Exhibition.

ADDITIONS – 1971

MANCHESTER:
International Ophthalmic Trade Fair – September 11-13. At Belle Vue.
Apply, Ophthalmic Exhibitors' Association, 51 Catherine Place, London, S.W.1 (Tel. 01-834 3001).

LONDON:
International Control Instrumentation Exhibition – September 20-24. At Saint Katherine's Exhibition Site, Tower Bridge.
Apply, Commercial Exhibitions and Publications Ltd., Riverside House, Hough Street, Woolwich, London, S.E.18 (Tel. 01-855 7001).

LONDON:
International Antiquarian Book Fair – September 27-29. At Europa Hotel, Grosvenor Square, W.1.
Apply, Antiquarian Booksellers' Association, c/o Howes Book Shop, 3 Trinity Street, Hastings, Sussex (Tel. Hastings 3437).

LONDON:
International Research and Development Exhibition – October 25-28. At Olympia.
Apply, R. W. Boardman (Exhibitions) Ltd., 8 Leicester Street, Leicester Square, London, WC2H 7BN (Tel. 01-437 0678).

LONDON:
International Audio Fair – October 25-30. At Olympia.
Apply, Iliffe Promotions Ltd., Dorset House, Stamford Street, London, S.E.1 (Tel. 01-928 3333).

ADDITIONS – 1972

LONDON:
International Hotel and Catering Exhibition, Hotelympia 72 – January 6-14. At Olympia.
Apply, Hotel and Catering Exhibition (London) Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4 (Tel. 01-353 1555).

LEEDS:
Northprint '72, Northern Printing Exhibition – March 21-24. At Queens Hall.
Apply, Marketing Exhibitions Ltd., Milton House, 25 Oakhill Road, London, S.W.15 (Tel. 01-874 2374).

LONDON:
International Clothing Trade Exhibition – June 20-24. At Earls Court.
Apply, UTP Exhibitions Ltd., 36/7 Furnival Street, London, EC4A 1JH (Tel. 01-405 4886).

MANCHESTER:
Norths' Food Fair Grocers Exhibition – September 5-16. At Belle Vue.
Apply, Grocers' Association, 391/3 Corn Exchange, Manchester, M4 3HE (Tel. 061-764 4546).

LONDON:
International Chemical and Petroleum Engineering Exhibition – September 18-22. At Olympia.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1A 1PB (Tel. 01-242 9011).

LONDON:
International Diecasting Exhibition – October 9-13. At Oympia.
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, E.C.1 (Tel. 01-405 5171).

LONDON:
International Packaging Exhibition (PAKEX) – October 9-13. At Olympia.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1A 1PB (Tel. 01-242 9011).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* Trade and Industry.

For your visit, **CONFERENCE** or **TRADE EXHIBITION** in **EUROPE** *get in touch with*

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Overseas Trade and Exports

The British Chamber of Commerce in Spain

By G. E. Gardiner, OBE, MC, chairman of the Madrid Centre and hon. secretary-general of the Chamber

THE BRITISH CHAMBER of Commerce in Spain was founded 61 years ago in Barcelona and we believe it was the second Chamber of Commerce to be formed abroad. It has nearly 2,000 members of whom half are British and half Spanish, and nearly 200 in Britain. The honorary president is the British Ambassador in Spain, HE Sir John Russell; the president is Sir Edward Moore, Bt., regional manager of BEA in Madrid and the vice-president is Sr. Don Javier Prado Urquijo of Eduardo K. L. Earle S.A. in Bilbao.

There are four centres in Spain, in Madrid, Barcelona, Bilbao and Valencia and their chairmen are, respectively: Mr. G. E. Gardiner, Mr. B. J. Gordon (Turquand Young & Co.), Sr. Don Pedro de Ybarra y MacMahon, Baron de Güell (Banco de Vizcaya), Mr. E. J. Hempson (Bank of London & South America Ltd.). The Chamber also has correspondents in Alicante, Jerez de la Frontera, Las Palmas de Gran Canaria, Malaga, Palamos (Gerona), Murcia, Palma de Mallorca, Seville, Tarragona, Vigo and Zaragoza.

The aim of the Chamber

The aim of the Chamber is to increase Anglo-Spanish trade. In 1969 British exports to Spain reached a total of £135 million and Spanish exports to Britain reached £115 million and the Chamber is doing everything in its power to increase these figures, in accordance with the Statutes of the Chamber which say that the policy will be: to promote, protect and expand Anglo-Spanish trade; to represent the voice and opinion of all associations, companies and individuals dedicated to this trade; to this end to establish the necessary contacts with all authorities, entities, firms or individuals both British and Spanish or of any other country; especially to maintain the closest collaboration with the British Embassy and British Consulates in Spain, and likewise with the Spanish Embassy in London.

In order to carry out this policy the Chamber must be financially independent. Four years ago when the new centres of Bilbao and Valencia were opened, the British National Export Council gave the Chamber generous financial assistance on a yearly reducing basis. We are glad to say that with this valuable help, the efforts of the committees of the two new centres and assistance from the Madrid and Barcelona centres, the two new centres are on a paying basis and the Chamber is financially independent.

The Chamber now concentrates its efforts on being a real information centre for its members both in Spain and in Britain and indeed for everyone interested in trade with Spain, including Chambers of Commerce, The British National Export Council, the Confederation of British Industry, the Department of Trade and Industry, other trade and official bodies, and banks. Visitors from Britain, of whom there are hundreds including members of visiting missions, can be introduced to possible agents in Spain and to competent lawyers, accountants, tax experts, consultants and other advisers. The Chamber is able to give them facts and figures about Spanish customs tariffs, import regulations and quotas and full advice about Spanish trade fairs. They can also be introduced to the appropriate officials in Spanish Government Departments. Interpreters and secretarial services may be obtained and a translation service is maintained by the Chamber. Nearly all these services are provided free of charge to members although any direct expense incurred by the Chamber is of course passed on.

In order to ensure that official information from Britain is right up to date, close contact is maintained with the Commercial Department in the British Embassy in Madrid and with the Consuls-General in Barcelona and Bilbao and the Consul in Valencia who send representatives to our frequent meetings when the opportunity is taken to exchange information. Similarly, the Chamber keeps in contact with the Spanish Ministries of Agriculture, Commerce, Finance, Industry and Information and also with the Spanish Chambers of Commerce. At the frequently held lunches of the Chamber, senior officers of these entities often address our members on themes of topical interest. Very often these lunches coincide with the visits of missions and selling groups from Britain thus providing valuable trade opportunities.

In addition, every three months the Chambers issue a circular of business opportunities in Spain containing possibilities for importing goods into Spain, offers to act as agents and offers from exporters in Spain. A similar list is also provided every three months in Spanish containing names of British firms looking for representatives, British importers, and descriptions of special items made in Britain available to Spanish importers. This information is supplemented by the Chamber's *Trade Review*, a magazine coming out every two months in both Spanish and English with a circulation of over 2,000 in Spain and Britain. This publication gives information regarding changes of laws and regulations relating to both Spain and Britain, articles on current affairs, information on fairs and exhibitions in both countries, useful names and addresses and a special buyers guide – a selection of classified advertisements with special interest to our British members.

Subsidiary activities

The foregoing are the principal functions of the Chamber but there are two other subsidiary activities which call for mention. One is the work of the sub-committee headed by Mr. C. N. MacIntosh of the Shell Oil Company to select candidates for the Confederation of British Industry Scholarships. This committee is working hard to improve the standard of candidates and ensure successful candidates are looked after in Britain, in order to foster good trade relations for the future. The other sub-committee, headed by Mr. H. M. Sargisson of Rank Xerox, runs the Commercial English examinations. The standards are high and the Chamber's Diploma has now become a prized possession and the number of entrants rises annually.

The Chamber would be glad to welcome new members; the annual subscription for British members is only £10. Inquiries should be addressed to: British Chamber of Commerce in Spain, Marques de Valdeiglesias, 3, 6., Madrid – 4.

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Export Opportunities: Export Intelligence Service

Because of the disruption of postal service from January 20, Export Services Division of the Department of Trade and Industry has been unable to despatch intelligence to the subscribers to the Export Intelligence Service.

The following is a list of Export Opportunities that would have been despatched in the Service in the normal course of events for January 22 to 29. The names and addresses of the overseas inquiries to whom the exporters should reply can be obtained from Export Services Division, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Telex No. 886143. Answer Back Bothillgate London) or at any of the department's Regional Offices or its offices for Scotland and Wales. Subscribers to E.I.S., within a reasonable distance of these offices, may wish to know that facilities exist for them to call and examine all the intelligence that would have been available in the normal service.

SPECIFIC EXPORT OPPORTUNITIES

Abattoir plant and processing equipment: Italy.
Accessories for clothing: Sweden
Acetone: United States
Activated carbon: Australia
Adding Machines: Jamaica
Air-conditioning and water system: Brazil
Air pollution control equipment: United States
Alumination equipment: Brazil
Aluminium: United States
Aluminium doors and windows: Australia
Aluminium facades: Germany
Aluminium plant: Romania
Asbestos cement: Mauritius
Audiometer: Italy
Automotive spare parts: Belgium, Ceylon

Badminton shuttlecocks: Australia
Balance: Italy
Baling press: Bulgaria
Battery chargers: Morocco
Belts: Finland
Bicycle components and parts: UAR (Egypt)
Biscuits machinery: Greece
Boiled linseed oil: Italy
Bolt threading machine: India
Bonding agents: India
Boxes: France
Brushes: United States
Bubble gum: Germany
Building materials: West Indies (St. Kitts)
Bulbs: Uganda

Calculating machines: Jamaica
Cardboard: France
Carpet backing: Germany
Carpets: Germany
Carpet making machinery: Iran
Castings: Germany, Sweden
Casting machine: Italy
Cattle: Belgium
Caustic soda: Rwanda
Cellulose plant machinery and equipment: Yugoslavia
Cement: Tanzania
Cementing machines: Canada
Chair swivel controls: Canada
Chemical plant and equipment: Yugoslavia
Chemicals: Canada, Kuwait, India, Netherlands, Philippines Rep., Sweden
Chewing gum: Germany
Chipboard: Zambia
Cine films: Uganda
Clock system: Brazil
Clothing: Belgium, Finland, Kuwait, Lebanon, Sweden
Colouring materials for lipstick and mascara: Tunisia
Compressors: Kuwait
Computer system: Lebanon
Condensers: Germany
Control equipment: Italy
Conveyors: Austria, Kenya, Congo
Coolers: Kuwait
Copper canopies: Irish Rep.
Copper wire: Qatar
Cork bottoms: India
Cotton: Qatar
Cream separators: Canada
Critesistors: Australia

Detergent factory equipment: Italy, Brazil
Development projects: Netherlands
Diving equipment: Jordan
Double-knit and dyeing machines: El Salvador
Drawing instruments: Malawi
Drilling equipment and accessories: Germany
Duck and goose feathers: India
Dyes: Germany

Educational toys: Kuwait
Electrical distribution equipment: Brazil
Electrical equipment: Italy
Electrical machinery: United States
Electric meter: Canada
Electrodes: Zambia
Electronic components: United States
Electronic counters: Australia
Electrostatic precipitators: United States
Exhaust pipe fittings: Uganda
Extrusion machines: Argentina

Fabrics: Germany, Sweden
Fashion clothing: Malawi
Fatty acids: Rwanda
Ferrous and non-ferrous wire: Sweden
Files: Germany
Film: Australia
Filters/separators: Israel
Fire fighting equipment: Kuwait
Fireworks: Berlin
Firm alarms: Brazil
Fish oil: Zambia
Fish processing plant: Canada
Flour milling equipment: Mozambique
Fluorescent lamps: Germany
Food processing machine: Australia
Food processing plant: Australia
Foundry plant equipment: Italy
Foundry plant and equipment: Bulgaria
Fur fabrics: United States
Fruit juices: United States

Gaskets: Australia
Gears: Ceylon
Generating sets: Taiwan
Giftware: United States
Glass fibre: United States, Zambia

Hair grips: Finland
Handbags: Malawi
Heat treatment furnace: India
Hose-making machinery: Italy
Hosiery: Berlin
Hospital bed: Italy
Hotel, new: Malaysia
Hydraulic press: Sweden

Ice cream machines: Zambia
Ice-making plant: Dubai
Ice skates: Kuwait
Industrial polyethylene sacks: Italy
Industrial creams: Kuwait
Industrial supplies: United States
Instruments for tracing water pipe integrated circuits: Australia
Intercommunication equipment: Brazil
Interior furnishings: Kuwait
Iron ore: Germany
Iron ore pelletizing plant: Mexico
Iron: Zambia
Iron and steel: Germany

Jacks: Zambia
Jersey Fabrics: United States
Jewellery: Malawi
Jute: Greece

Knitted headwear: United States
Knitted headwear-making machinery: United States
Knitting machine: Italy

Labelling machines: United States
Laboratory equipment: Kuwait
Land levelling machine: Zambia
Leaks, apparatus for tracing: Qatar
Leather cheque book covers: Norway
Level transducers: Sweden
Lifts: Malaysia
Light bulbs: United States
Lighting fittings: Netherlands

Machine control units: Australia
Machine tools: United States
Manipulator: Canada
Measuring equipment: Pakistan
Measuring instruments: Germany
Measuring and recording instruments: Italy
Men's and women's clothing: West Indies (Antigua)
Mercury: Kuwait
Metal jewellery parts: Finland
Metal light fittings and parts: Germany
Meters: Australia
Milk processing machinery: Turkey
Mixers: Zambia
Monel metal: Kuwait

Nails: Zambia
Navigational training aids: Iran
Needle machine: Germany
New hotel: Malaysia
Nutmeg: Jamaica

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8 MUNCHEN 75 ..... THALKIRCHNER STR. 124. Tel. 77 60 93.
2 HAMBURG 39 ..... BELLEVUE 56. P.O. Box 390 328. Tel. 27 92 055. Telex 21 57 22.
ISTANBUL ..... KARAKÖY. RIHTIM CAD 209. Tel. 44 66 24. 44 66 33.
ISKEMDERUM ..... TEMMUZ. CAD 21. Tel. 2378 2478.

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Perfumed spirits: Tunisia
Perfumes: Rwanda
Pigs feet and ears: Dominica
Pipe fittings: Germany
Pipe manufacturing machinery: Mauritius
Pipes: Kuwait
Plastic crab shells: Irish Republic
Plastic sheeting: Germany
Plastic textile sheeting: Germany
Plastic working machinery: Iceland
Plasticizers: India
Plumbing equipment: Kuwait
Polarimeter: Philippines Rep.
Polyethylene bags: Austria
Polyethylene sheeting: Kuwait
Power trucks and stackers: United States
Primary cells and batteries: United States
Printing paper and stationery: Kuwait
Printing machinery: Germany
Pulse generators: Australia
Punch boards: Fiji
Punching/drilling machine: Spain
Pumps: Canada
Pyridine: Ceylon

Radar sets: Fiji
Raisin processing and packaging plant: Peru
Riding leggings: United States
Rubber: India
Rubber sheets: Belgium

Saccharimeter: Philippines Rep.
Sand and gravel: Germany
School equipment: Kuwait
Scouts equipment: Kuwait
Screened colour positives: United States
Screws: Luxembourg
Sections for suspended ceilings: Fiji
Semi-conductors: Australia
Shirts: Panama
Shuttlecocks: Denmark
Signs and labels: Denmark
Silverware: Italy
Sisal: Fiji
Sisal cloth: Sweden
Sleeving glass: Qatar
Slit lamp: Italy
Soda ash: Kuwait
Sodium hydrosulphide: Zambia
Sound system: Brazil
Spice: Jamaica
Sports equipment: Yemen
Sports score boards: Canada
Springs: Sweden
Steel: India, United States
Steel bar production mill equipment: United States
Steel bars: United States
Steel lockers: Australia
Steel pipes: Germany
Steel plate: Australia
Steel rod: United States
Steel round bar: Germany
Steel rulers and set squares: Germany
Steel sheet: India
Steel tubes: India
Steel, wide flange: United States
Steel wire rod: United States, Germany
Stretch yarn: Belgium
String bags: Belgium
Suit parts: United States
Swimming pool covers: Germany
Swimwear: Jordan
Switches: Norway

Tableware: United States
Tallow: Rwanda, Zambia
Tape unit: Australia:
Tapestry canvas: Kuwait
Television equipment: Brazil
Telex: Brazil
Temperature controls: Canada
Testing equipment: Italy
Testing instruments: Pakistan
Thread: Brazil
Tiles: Germany
Toasters: Zambia
Tools: Germany, Italy
Transfers: Denmark
Transformer board: India
Transport band systems: Sweden
Tungsten wire: Australia
Tyre moulds: Sweden
Tyres: United States

Upholstery materials: El Salvador

Vacuum tubes: United States
Varnishes: Germany
Vehicle plant and machinery: Uganda
Vehicle raw materials: Uganda
Vehicle windshields: Kuwait
Vein infusion pump: United States
Voltmeter: Australia

Waiver case: Australia
Washing machines: Italy
Water heaters: Kuwait
Water heating elements: Kuwait
Welding equipment: India
Wire: Germany
Wire: India, Zambia
Wire drawing machine: Austria
Women's outerwear and underwear, nightwear, swimwear: Malawi
Women's pullovers: Germany
Woodworking equipment: Malaysia
Woodworking equipment: Malaysia
Woodworking machinery: Malaysia

Yarns: Germany, Italy

MARKET POINTERS

Aircraft tractors: United States

Chemical fertilizer plant: Norway
Clothing and textile shade cards: Germany
Collaboration on construction projects: UAR (Egypt)
Construction of a dry dock at Cape Town: South Africa
Construction of a new paper plant at Balikesir: Turkey
Construction of a 270-bed private hospital near Jedda: Saudi Arabia
Construction of highway: Abu Dhabi
Construction of an hotel: Malaysia
Construction of hospital at Wageningen: Netherlands
Construction of oil pipeline from Gothenburg to Central Sweden: Sweden
Container terminal: Australia

Development budget 1970-1971: Sweden

Engineers seeking British principals: Argentina
Electrical and mechanical equipment: United States
Electrolytic manganese dioxide plant: Irish Rep.
Expansion of Cracow International Airport: Poland
Expansion of Trinidad/Tobago telephone company: Trinidad/Tobago
Extension of asbestos mine: Australia
Extension of hospital: Gibraltar
Extension of polyester fibre plant: Turkey
Extension of St. Laurentius Hospital: Netherlands

Feed factory, animal breeding farm: Turkey
Foundry equipment: France, Germany
Fur coats: Switzerland

Gas turbine generators: Argentina
Gear boxes: France, Germany

Health centre: Gibraltar
Hospital development: Netherlands
Hospital development in New Brunswick: Canada
Hospital and medical equipment: Belgium, Luxembourg
Hotel construction, Jerusalem Plaza: Israel
Hotel training school: Ethiopia
Hotel and tourist centre: Ethiopia

Increase in production of hydrogen peroxide and sodium: Israel
Ice-cream factories to be built in Lae and Port Moresby: Papua, New Guinea

Knitwear factory: Hungary

List of major development projects: Saudi Arabia

Medical supplies: United States
Mile Darien highway: Panama
Milk processing machinery: Turkey
Motel and office complex in Brisbane: Australia
Municipal water supplies: Ethiopia

Natural gas pipeline: Turkey
New cement work at Hejocsaba: Hungary
New electric power station: Cyprus
New oil refinery, Durban: South Africa
NSP to spend $197 million for construction: United States
Nursing homes in Gelderland: Netherlands

Office building: Ethiopia
Ore sintering plant: Turkey

Passenger ship: Australia
Photographic equipment and supplies: Sweden
Photographic supplies: United States
Plastic tubes and sprinklers, factory: Israel
Pollution control: Netherlands
Poultry feedstuff: Tunisia
Proposed tax concessions to Swedish investors in machinery and equipment: Sweden
Pulp mill: Australia

Road construction equipment: Argentina
Road development: Nigeria
School building programme: Australia
School computer programme, Manitoba: Canada
School construction programme: Australia
Shopping centre in Cape Town: South Africa
Street cleaning and repair equipment: Yugoslavia
Structural supplies: United States
Submarine outfalls to combat pollution: Australia

Tallow: Turkey
Textile and shoe-making machinery: Turkey
Third power station: Trinidad, Tobago
Tractors: United States

Waste disposal plant: Luxembourg
Workshop equipment: France, Germany

AGENCY INQUIRIES

Adhesive fabric: Zambia
Aerospace items: United States
Air heaters: Sweden
Aluminium: Germany
Aluminium foil: Argentina
Anchors and marine accessories: Venezuela
Asbestos packings and jointings: Peru
Automobile parts and accessories: Kuwait
Automotive: Singapore

Baby products: Kuwait
Batteries: Cyprus
Bed linen: Kuwait
Beer storage and bottling equipment: Norway
Beverages: Germany
Biscuits: Dominica, Kuwait
Bow ties: Dubai
Brakes and clutch linings: Germany
Building and furniture hardware: Lebanon
Bulbs: Uganda
Burglar alarms: Barbados, Netherlands

Cable: Jordan
Cables: Singapore
Car accessories: Kuwait
Car insulating lacquers: Germany
Car washing equipment: Sweden
Carpeting: Kuwait
Carpets: Berlin
Ceramic tableware: Fiji
Chemicals: Canada, France, Germany, India
China: Germany
Chinaware: Australia
Chocolate: Kuwait
Cine films: Uganda
Cisterns: Kuwait
Clocks: Cyprus
Clothing: Germany, Kuwait, Lebanon, Muscat, Oman
Cocoa powder: Lebanon
Cocktail products: Germany
Compaction equipment: Canada
Conduit tubes: Jordan
Confectionery: Israel, Lebanon
Construction machinery: Canada, Peru
Control units and equipment: Spain
Cookers: Kuwait
Copper sheets and strips: Venezuela
Cork: Israel
Cosmetics: Lebanon, Netherlands
Cosmetic raw materials: Germany
Cosmetics and toilet preparations: Kuwait
Cranes: Netherlands
Crockery: Muscat, Oman
Cummerbunds: Dubai
Curtains: Sweden
Cutlery: Muscat, Oman

Development projects: Lebanon
Diesel engines: Netherlands
Diesel engine spare parts: Singapore
Dinghies: Germany
Dinner and tea sets: Argentina
Domestic ware: Netherlands
Drills: Spain
Drill points: Peru
Dyeing extracts and dyestuffs: France

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact: — Dr. FRY'S TRANSLATION SERVICE

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. Telephone: PARK 5087 and 7163

Earthenware: Germany, Lebanon, Netherlands
Educational toys: Kuwait
Electric fittings: Kuwait
Electric motors: Irish Republic
Electrical appliances: Kuwait, Sweden
Electrical components: Sweden
Electrical equipment: Singapore
Electric lamp bulbs: Morocco
Electromedical equipment: Italy
Electronic components manufacturing machinery and/or instruments: Germany
Electronic equipment: Italy

Fabrics: Cyprus, Germany, Portugal, Sweden
Fans: Cyprus, Sweden
Filters: Kuwait
Filtration water and air purification equipment: Finland
Fish meals: Germany
Flock finish manufacturing machinery: United States
Foodstuffs: Germany, Honduras, Kuwait
Footwear: Kuwait, Sweden
Fork-lift trucks: Canada
Freezing equipment: Pakistan
Furniture: Denmark, Kuwait
Furniture and furniture-making accessories: Kuwait

Galvanizing coatings and equipment: Netherlands
Gauges: Sweden
Gear hobs, Milling cutters: India
Gear shaper cutters: India
Giftware: Sweden
Generators: Spain
Gents' suitings: Barbados
Giftware: Germany, United States
Gin: Belgium
Grain handling equipment: Zambia
Grass cutters: Singapore

Hair slides: Germany
Handbag clasps and frames: Netherlands
Hand tools: Kuwait, Sweden
Handkerchiefs: Muscat, Oman
Handling equipment: Sweden
Hardware: Kuwait, Sweden
Heavy equipment: Singapore
Hobby articles: Austria
Hoists: Peru
Horticultural equipment: Belgium
Hospital furniture: Netherlands
Household articles: Sweden
Household goods: Kuwait
Household sundries: Honduras
Humidifying equipment: Sweden

Ice-making plant: Pakistan
Imitation jewellery: Germany, Japan
Induction furnaces: Italy
Industrial Cleaning equipment: Germany
Ingot moulds: Netherlands
Insulators: Netherlands
Iron: Germany
Iron and steel foundry equipment: Italy

Knitwear: Belgium

Laboratory equipment: Netherlands
Laboratory and hospital equipment: Kuwait
Ladies' dress materials: Barbados
Ladies' and teenage coats: Switzerland
Laminated sheets: Germany
Lamps: Irish Republic, Peru
Lamps and fittings: Jordan
Lead: India
Lifting equipment and electro mechanical appliances: Australia
Lifts: Sweden
Light fittings: Kuwait
Linoleum: Zambia
Liquids handling equipment: France
Locks: Dominica (West Indies)
Lubricants: Kuwait, Sweden
Lubricators: Canada

Machine tools: Germany
Machine tools, accessories and cutting parts: Germany
Machinery for printed circuits: Sweden
Mayonnaise: Dominica
Measuring equipment: France
Medical equipment: Netherlands
Medicines: Kuwait
Men's jewellery: Kuwait
Men's suitings: Kuwait
Men's and women's clothing: Kuwait
Mixing equipment: Netherlands
Monel tube, plates and clad: Israel
Monitoring equipment: Sweden
Mowers: Singapore:

Novelty items: Germany

Office equipment: Netherlands
Office machinery: Germany
Optical equipment: Kuwait

Paints: Kuwait
Paper and paperboard: Germany
Pencils: Netherlands
Protective strips: Sweden
Pick-ups and tape recorders: Cyprus
Pipe fittings: Kuwait, Sweden
Plastic goods: Italy
Plastic tape and strap: Sweden
Plate and bullet-proof glass: Venezuela
Plumbers' fittings: Zambia
Plywood partitions: Belgium
Powder puffs: Germany
Pumps: Sweden

Radar sets: Fiji
Radio communications equipment: New Zealand
Radio paging systems: New Zealand
Radio telephones: Spain
Raw materials for the footwear industry: Singapore
Rayon and cotton wadding: Iceland
Refrigerators: Kuwait
Riding crops and whips: France
Rivets: Greece
Radio traffic signals: Spain
Roller chain: Peru
Rubber and ingredients: Germany

Sanitaryware: Kuwait
Saws: Zambia
Scarves: Japan
School equipment: Kuwait
Scissors: Cyprus
Shoe accessories: Greece
Soap: Lebanon
Socks: France, Japan
Socks, men's: Japan
Sound reproduction kits: Peru
Spectrophotometer: Italy
Spirits: Germany
Sporting goods: Sweden
Sports goods: Sweden
Spraying wire: Portugal
Sprays: Germany
Stamping foil: Greece
Stationery: Muscat/Oman
Stationery supplies: United States
Steel: Germany, Netherlands
Steel blooms and billets: Italy
Steel angles and shelves: Kuwait
Steel beams and channels: Peru
Steel wire: Germany
Steel wire rope: Morocco
Strapping wire and strips: Portugal
Stretch yarn: Belgium
String bags: Belgium
Superchargers: Netherlands
Surgical rubber goods: Argentina
Sweaters: Japan
Swimming pool equipment: Denmark

Tapestries: Portugal
Tapioca powder: Germany
Tea: Lebanon
Telecommunications equipment: Kuwait
Thread: Greece
Tiles: Kuwait
Tin: India
Tin plate: Germany
Tinplate waste: Singapore
Tin solder: Venezuela
Tinman's solder: Iraq
Tinned foods: Germany
Toffees: Canada
Tomato ketchup: Dominica
Tools: Italy
Toys: Lebanon, Netherlands
Towels: Berlin
Trimmings: Portugal

Valves: Netherlands, Sweden
Vanity packs: Kuwait
Vehicle parts and accessories: Germany
Vehicle spares: Singapore
Vehicle windshields: Kuwait
Vibrators: Spain
Vices: Germany
Video equipment: New Zealand

Walpapers: Cyprus
Watches: Cyprus
Wheels: Finland
Whisky: Belgium, Honduras
Wireless microphones: New Zealand
Women's outerwear: Switzerland
Wood: Germany
Wood panels: Israel
Wood preservatives: Portugal
Wool: India
Wool textile machinery: Italy
Workshop equipment: Italy
Wrapping paper: Lebanon

Yeast: Lebanon
Zinc dust: India

CALLS FOR TENDER

Abrasives: Burma
Aggregate spreaders: Uruguay
Agricultural machinery: Yugoslavia
Air conditioners: Tanzania
Air compressors: Taiwan
Alternators: India
Aluminium plant expansion equipment: Taiwan
Aluminium paper: Tunisia
Aluminium sheets and wires: Burma
Amplifiers: Australia
Antibiotics and vaccines: Iraq
Antiknock compound: Taiwan
Antimony: Burma
Arc welding machine: Taiwan
Asbestos cement pipes: Malaysia
Asphalting of roads: Greece
Asphalt sprinklers: Uruguay
Axle box housings: Burma

Ball bearings: India
Ball thrust bearings: India
Barite powder: Taiwan
Beans: Iraq
Beer flow meters: Taiwan
Belting accessories: Burma
Binoculars: Chile
Bitumen: Malaysia
Blanks: Taiwan
Boiler tubes: Taiwan
Bottles: Iraq
Brass plate: South Africa
Brass strips: South Africa
Brewery fittings: Taiwan
'Bulk carrier' ships: Yugoslavia
Bulldozer: Iraq
Bungs and washers: Burma

Cables: Burma, Cyprus, Kuwait, Singapore, Zambia
Cable bearers: Singapore
Cables and copper wires: Iraq
Cable and equipment: Jordan
Cable, telephone: Greece
Cables and wires: Burma
Capacitors and resistors: Australia
Carbon rolls: South Africa
Cargo boats: Yugoslavia
Car washer: Taiwan
Catalyst: Taiwan
Caustic soda: Syrian Arab Republic
Celluose tear tape: Taiwan
Cement: Burma, Malaysia
Chain blocks: Burma
Chain saws: Greece
Cheese washing machine: Iraq
Chrome and magnesite bricks: Pakistan
Chemicals: Malaysia, Syrian Arab Republic
Chemical machinery: Yugoslavia
Chemical plant and equipment: Iraq
Chloride rubber: Turkey
Cigarette paper: Turkey
Cinema projector and accessories: Vietnam
Circuit breakers: Greece
Civil engineering works: Malaysia
Cloth: Taiwan
Coke ovens and associated equipment: South Africa
Compasses: Chile
Concrete mixers: Greece, Thailand
Concrete mixer and cutter: Ecuador
Conductors and accessories: United States
Control equipment: Australia
Control instrument for petroleum storage: Australia
Construction of airport building and traffic aprons: Libya
Construction of dam: Mozambique
Construction of houses: Mozambique
Construction of hydrogen generating plant: India
Construction and laying of gas pipeline: Argentina
Construction of motorway: France, Venezuela
Construction of NATO facilities: Germany
Construction of new motorways: France
Construction of road: Netherlands
Construction of road bridge: India
Construction of steel rolling mill: Argentina
Construction of sterilization supply unit: Belgium
Construction of water supply scheme: Iraq
Consultancy services: Morocco
Conveyor: Taiwan
Copper tubes: India
Cord: Burma
Cotton tape: Burma
Crane: Mozambique
Cranes: Taiwan, Uruguay
Crane magnet: Turkey
Crockery: Australia

Defence construction: Greece
Diamond drill spare parts: Bolivia
Diesel breakdown cranes, bogies and trucks: UAR (Egypt)
Diesel railcars: Tunisia
Diethanol amine: Taiwan
Dimethyl bencil ammonium chloride: Costa Rica
Drafting instruments: Turkey
Drills: Uruguay
Dry cleaning press: South Africa
Dyestuffs and chemical auxilaries: Burma

Earthing resistance: Australia
Electric lamps: Turkey
Electric meters: Turkey
Electrical equipment: Uruguay
Electrical control board: Mexico
Electrical testing equipment: Australia, Yugoslavia
Electricity cable: New Zealand
Electronic equipment: Algeria
Electronic nurse-call system: Pakistan
Electronic tubes: Taiwan
Emery cloth: Burma
Equipment for paint and varnish factory: Yugoslavia
Explosives: Ceylon
Extension of a NATO facility: Germany
Eyelets: Burma

Feasibility study automation: Algeria
Felts: Pakistan
Felts for paper machines: Pakistan
Films: Pakistan
Filters: Taiwan
Filter plant: Taiwan
Fire extinguishers: Uruguay
Fire fighting equipment: Burma
Fish oil and fishmeal factory: Ecuador
Fishing boats: Ecuador
Fishing tools: India
Flags: Iraq
Flares: South Africa
Foundry equipment: Taiwan
Freezing and canning plants: Equador
Fruit processing machinery: Iran
Furniture factory equipment: Yugoslavia

Games equipment: Sudan
Gangsaws: New Zealand
Ganister: Burma
Gas turbine plant: Honduras
Gear cutting machine: India
Generators: Australia, Uruguay
Generating sets: Papua/New Guinea
Generating set: Taiwan
Generating set and equipment: Malaysia
Generator and windmill: Thailand
Glasshouses: Yugoslavia
Glass manufacturing equipment: Yugoslavia
Glass paperweights: Costa Rica
Glass powder: Syrian Arab Republic
Glass production machinery: Yugoslavia
Glue: Syrian Arab Republic
Grinding wheels and stones: Burma
Gummed paper: Chile

Hand tools: Burma
Heating equipment: Taiwan
Helicopters: Brazil, Costa Rica
Hose: Costa Rica
Hose pipes: Ceylon, Jordan
Hydrogen cylinders: India
Hydro-electric construction works, hydro extractor: South Africa

Illumination equipment: Pakistan
Incineration plant equipment: Belgium
Inert cells: Sudan
Insecticides: Sudan
Instrumentation and controls: Australia
Irrigation study: Brazil
Insulating cloth and tape: UAR (Egypt)
Insulators: Argentina, Burma, Canada
Iron pipes: Taiwan

Jacks: Taiwan

Laboratory equipment: Greece, Singapore
Laboratory Cutter mills: Australia
Laboratory glassware and apparatus: Malaysia
Lactic acid: Taiwan
Launches: Iraq
Lead: India
Lead seals: Costa Rica
Leather: Yugoslavia
Lifts: Yugoslavia
Lighting and equipment for runway: Taiwan
Locomotive spare parts: Burma
Loud speakers and equipment: Pakistan

Machine and hand tools: Mali, Republic of
Machine and power tools: Algeria
Machinery and tools: Iran
Machine shop tools: Burma
Machine tools: South Africa, Yugoslavia
Machine tools spare parts: Burma
Machinery for production of synthetic magnesium ingot and master alloy: Taiwan
Manometers: Costa Rica
Measuring and testing apparatus: Greece
Medical supplies: Sudan
Metal bars and plates: Taiwan
Metal cutting machine: Greece
Meters: Nigeria
Microscope: India
Military stores: Burma
Milling machine: Australia
Mine equipment and construction project: Brazil
Monoethanolamine: Kuwait
Multiplex for microwave radio project: Uganda
Multi-reversible gearbox: India
Musical instruments and apparatus: Vietnam

Network analyser: Greece
Nylon yarn: Burma

Oil stand: Pakistan
Oscillograph and equipment: Australia
Overhead distribution structures: Pakistan

Paint spraying apparatus: Uruguay
Pallet truck, paper: Australia
Paper-making machinery: Yugoslavia
Paper, printing: Vietnam
Paper sacks: Iran
Paper tubes: Iraq
Pawetrameter: Thailand
Pharmaceuticals: Malaysia, Sudan, Vietnam
Photographic materials and equipment: Vietnam
Pick hammers: Turkey
Pipe bends: Burma
Pipe fittings: Burma, Kuwait
Pipes: Burma
Piston rods: Burma
Piston turning and grinding machine: Turkey
Planimeter: Burma
Plastic insulcrete: Taiwan
Plastic sack-making plant: Iraq
Plate bending rolls: South Africa
Plate and rods: India
Plates and bars: India
Plummer blocks: Burma
Polystyrene reels: Iraq
Postal machines: Chile
Potassium borofluorate: Taiwan
Power pump and swing assemblies: India
Power press: Burma
Power shop: Morocco
Power station equipment: Cyprus
Power station extension: Mozambique
Power supply units: Iraq
Press: Greece
Pressure gauges: Taiwan
Printing machinery: Algeria
Printing machines: Iraq
Production of film: Tanzania
Protectors and fuses: Sudan
Pulley blocks: Burma
Pump: Thailand
Pump test bench: Taiwan
Pumping plant: Irish Republic, Malaysia
Pumping plant and ancillary equipment: Australia
Pumps: Algeria, Australia, India, Iraq, Taiwan

Radio dial cords: Burma
Radial gates: India
Radio equipment: Taiwan, Malawi
Radio isotopes: Costa Rica
Radio link: Greece
Radio link terminals: Australia
Radio navigational aid systems: South Africa
Radio paging system, radio telephones: Australia
Radio valves: Burma
Rails and rail accessories: Turkey
Railway rolling stock parts: Burma
Railway sleepers: Pakistan
Railway wagons: Tunisia
Railway wheels: Guatemala
Railway wheels, tyres, heater: Burma
Railway workshop equipment: Taiwan
Railway workshop machines: Iran
Railway workshop testing machine: Burma
Raw materials: Libya
Rectifiers: Greece
Receipting and analysis machines: Malaysia
Reconstruction and extension of airport runways: Nigeria
Reticules: New Zealand
Road construction: Greece
Road repairing: Mozambique
Road rollers: Kuwait, Jordan, Uruguay
Road sweeper: Uruguay
Roller bearing washing machine: Taiwan

Sanitaryware and fittings: Burma
Sealing wax: Costa Rica
Seed drills: Ceylon
Seeds moisture detectors: Greece
Sewerage pumping plant: Irish Republic
Sewage treatment plant: Australia, Iraq
Sheets: India
Ship: Greece
Ships: Yugoslavia
Shipyard and docks: Ecuador
Shoe laces: Burma
Signal cartridges: South Africa
Soap: Tanzania
Soil testing equipment: Colombia
Solder resin: Singapore
Solder sticks: Iraq
Spindles: Burma
Sports equipment: Vietnam
Spraying equipment: Libya
Spring steel wire: Burma
Static invertor: Kuwait
Stainless-steel pipes: India
Stator coils: Taiwan
Steam boiler: Iraq
Steel angles: Saudi Arabia
Steel bars: Taiwan
Steel castings: India
Steel casing pipes: Iran
Steel clips, rivets and plates: Burma
Steel gas cylinders: Burma
Steel grinding balls: Boliva
Steel hexagonal and round bars: India
Steel pipe: Kuwait
Steel pipes, fittings and accessories: Burma
Steel pipes and fittings: India
Steel plates, angles, etc.: Iraq
Steel shaft forgings: India
Steel sheets: India, Ceylon
Steel spikes: Burma
Steel strips: India
Steel tubes: Taiwan
Steel tubing: Taiwan
Steel tyres: Taiwan
Stereoscope: New Zealand
Stereoscopes: New Zealand
Street cleaning vehicles: Jordan
Street lighting equipment: Thailand
Straddle truck: Australia
Surgery equipment and instruments: Pakistan
Surgical instruments: Zambia
Surveying equipment: Burma
Switchboards: Argentina, Singapore
Switchboard: Greece
Switchboard and associated equipment: United States
Switchgear: Greece
Syringes: Costa Rica

Tanks: Taiwan
Taps tand dies: Burma
Telegraphic equipment: Taiwan
Telegraph multiplex system: Taiwan
Telephone cable: UAR (Egypt)
Telephone cable and jointing materials: Taiwan
Telephone exchanges: Thailand
Telephone system: Brazil
Telecommunications equipment: Hong Kong, UAR (Egypt)
Teleprinters: Iran
Television camera system: Greece
Telex centrex services: Iran
Telex units: Cyprus
Tetraethyl lead: Iraq
Textile and knitwear factory equipment: Yugoslavia
Textile machines: Korea
Thermometer, infra red: Taiwan
Ticket printing machinery: Vietnam
Timber poles: Sudan
Time recording clocks and cards: Ceylon
Tin ingots: India, Taiwan
Tools, electricians: Burma
Tool steel: UAR (Egypt)
Tool switching equipment parts: Taiwan
Torque converter spares: India
Tracing paper: Turkey
Transit cars: United States
Transformers: Australia, Burma, United States
Transceivers: Australia
Trecator (ethionamide): Costa Rica
Trolley buses: UAR (Egypt)
Turbine-generators: Turkey
Turbo alternator sets and equipment: Papua/New Guinea
Tyres and tubes: Papua/New Guinea
Typewriters: Singapore
Typewriters and calculating machines: Morocco

Underground telephone network: Greece
Uniform equipment: Zambia

Valves: Costa Rica, Taiwan
Varnishing machine: Yugoslavia
Vehicle: Australia, Greece
Vehicles: Burma, Ecuador, Greece, Kuwait, Uruguay, Yugoslavia
Veterinary apparatus: Greece
Viscometer: India
Voltage standard: Taiwan

Washing machines: South Africa
Water taps: Iran
Welding electrodes: Iraq
Welding materials: Taiwan
Wire: Uganda
Wire, electric: Burma
Wire, iron and steel: Burma
Wire, tin alloy: South Africa
Wireless equipment spare parts: Burma
Wireless transmitter and receiver: Burma
Wooden sleepers: Iraq
Workshop equipment: Yugoslavia
Workshop, mobile: Sudan

X-Ray films and materials: Morocco

Zinc spelter: Burma

SUCCESSFUL BIDDERS

Aluminium capping foil: Malta
Aluminium cone roof: Australia

Cable: Australia, United States
Calico: Malta
Circuit breakers: Korea
Communication equipment materials: Korea
Construction of building: Australia
Construction of water treatment plant: India
Copper wire: United States
Cranes: United States

Fertilizer: Korea

Generator: Korea

Highway maintenance: Paraguay

Map plotter: Korea

Portable rectifier spirits: Ceylon
Printing machines: France
Pumping units: Australia

Recording paper: Korea
Reservoir: Australia

Steam roller: Korea

Telephone sets and equipment: Malta
Typewriters: Malta

Valves: Australia
Valve and equipment: Australia

Waste water treatment equipment: Australia
Weather balloons: Korea

MAUFACTURE UNDER LICENCE, ETC.

Aerospace items: United States
Air conditioning equipment: Bulgaria

Centrifugals: United States
Colouring materials for lipstick and mascara: Tunisia
Consultancy services: Austria

Electric switches and sockets: Mexico

Filters: United States
Fish processing plant: Trinidad/Tobago

Instrumentation: Mexico

Refrigeration equipment: Bulgaria

Space heater: Sweden
Steam turbines and generators: Austria
Street cleaning and repair equipment: Yugoslavia

Tannic acid: India

Welding equipment: India
Wire: India

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published in the January 13 issue of Trade and Industry *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page viii October 7 issue* Board of Trade Journal*) or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757).*

OUTWARD MISSIONS

Food Export Council mission to California

THE first trade mission to be organized by the recently formed British Food Export Council left on January 23 for the United States. The mission, comprising 26 leading British food manufacturers is visiting San Francisco, Los Angeles and New York.

The leader of the mission, Mr. Bill Bowman, managing director United Biscuits International Division and chairman of the executive committee of the BFEC, said before he left: 'Although British food manufacturers have been exporting to the United States for many years, this is the first trade mission from our industry into that large and exciting market.

'The mission covers a wide range of high quality products, some established and some new to the market. I have every confidence that our efforts will result in a further marked growth of our United Kingdom food exports to the United States.'

Electrical team in Switzerland

MEMBERS OF the British Electrical and Allied Manufacturers' Association (BEAMA) trade mission to Switzerland left on January 31 for Zurich, Switzerland.

The main centres on the mission itinerary are: Zurich, Basle and Geneva. Individual members will, in addition, be operating separate itineraries and visiting other centres.

The mission is led by Mr. J. J. Jiskoot, managing director, Jiskoot Autocontrol Ltd. The members of the mission are: J. F. Dunn, sales manager, electronics division, Eletrothermal Engineering Ltd.; R. B. Holloway, field sales manager, Hayes Engineers (Leeds) Ltd.; J. D. Griffiths, sales manager, Nuclear Enterprises Ltd.; J. H. Quigley, export manager, Plessey Numerical Controls Ltd.; R. Halloway, managing director, Smith Hobson Ltd.; M. J. Tattam, divisional export manager, industrial instrument division, Smiths Industries Ltd.; R. D. Wall, export business manager, The Solartron Electronic Group Ltd.; A. Noble, secretary to the mission BEAMA.

This mission is an integral part of the British Trade Drive in Switzerland. The timing was deliberately chosen so that those companies who are also participating in the BEAMA group exhibits at the INEL and MEDEX exhibitions in Basle in March could investigate the Swiss market before these exhibitions open.

Apart from the opportunity of increasing British electrical exports to Switzerland in general, BEAMA and its member companies attach great importance to the group visit on February 9 to the European Organization for Nuclear Research (CERN) at Meyrin, Geneva.

A former 43-seater coach has been converted into a travelling showroom and demonstration unit which is carrying the name of J. & S. Sieger Ltd., the gas alarm and detector manufacturers of Poole, Dorset, into the industrial areas of the Benelux countries. In addition to a display of equipment, there is a conference section at the rear of the coach, which was fitted out by the company's principal Benelux agents, Imbema Regulo NV, Haarlem. The coach is fitted with gas cylinders to enable demonstrations to be given, as well as special lighting and a heater unit which operates off the coach's diesel oil. Electricity for operating the equipment is provided by a generator or from a mains supply. Facilities for serving soup, coffee and other beverages are also provided.

Third visit to South Africa

ENGTRADE 14, an engineering trade mission to South Africa, is the third mission the Engineering Industries Association has sponsored to the Republic. It is under the leadership of Mr. Frank Smith, managing director of F. Bamford & Co. Ltd., the Stockport marine propeller manufacturers, and is made up of 18 engineering companies covering a wide range of products and services. The mission left London for Johannesburg on January 30 and will spend two weeks in South Africa.

Very satisfied with achievements

ENGTRADE 13 – the Engineering Industries Association's trade mission to North America – recently returned very satisfied with their achievements, both in Canada and the United States. Prime object of the mission (comprising 20 engineering manufacturers) was to sell engineering products to the Mid-West. Consequently Cleveland was selected as a base from which members visited other industrial areas. About half the delegates also visited Canada.

EXPORT TOURS

Trio to visit Middle East

MESSRS. JAMES T. SHARP, Kenneth Chester and Noel Bagley, partners in the firm of James T. Sharp & Partners, architects and quantity surveyors, Sutton Coldfield, Warwickshire, plan to leave on March 11 for the Lebanon, Kuwait, Bahrain, Qatar, the Trucial States and Muscat.

They hope to make contacts in these places with a view to obtaining commissions on capital development work (excluding heavy civil engineering). Fields include housing, hospitals, hotels, offices, banks, factories, schools, marinas, refuse plant buildings, etc.

The firm has close ties with large United Kingdom building companies and would organize package or turnkey deals.

Successful sales tour

MR. H. J. HAMILL, a director of both Linkseas Ltd., and the International Export Association, recently concluded a successful sales tour of Beirut, Karachi, Hong Kong and Singapore, as well as visiting Australia. As a result, he has passed on a number of inquiries for British goods to members of the Association.

Further visits are being planned to European, Middle East and South American markets.

Extensive tour

MR. JOHN WINGFIELD-CYWINSKI will be making an extensive marketing tour from February 23 until the middle of May, on behalf of Todd Combustion Ltd., Swanley, Kent. He is scheduled to visit San Francisco, Honolulu, Nandi (Fiji), Auckland, Wellington, Sydney, Melbourne, Adelaide, Perth, Djakarta, Singapore, Kuala Lumpur, Saigon, Bangkok, Rangoon, Dacca, Karachi, Teheran, Baghdad, Beirut and Damascus.

Author of a technical book on unstable chemicals and numerous papers, Mr. Wingfield-Cywinski is a former lecturer at national and international conferences. He graduated in law at Oxford and in chemistry in London.

COLOUR BLOCKS FOR FRONT COVER

Colour cover blocks: *The Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available for front cover colour illustrations. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Company's largest order

Simon-Hartley Ltd., Stoke-on-Trent (a Simon Engineering company), have received a £500,000 order for mechanical and associated equipment for an extension to the City of Kitwe sewage works, Zambia – the company's largest single export order and won despite strong international competition. Work is scheduled to be completed by September 1973.

Australia buys electron beam welder

The first Dynaweld high-voltage electron beam welder to be sold to a Commonwealth country will be installed shortly in the Australian Department of Supply ordnance factory at Maribyrnong, Victoria. The machine, a standard Dynaweld 433 model, was ordered in August 1970 and shipped to Australia just two months later.

The Dynaweld series of electron beam welding equipment is manufactured by Hawker Siddeley Dynamics Engineering Ltd., Hatfield, Herts. Over 40 Dynaweld machines have so far been delivered for use in a variety of industries.

Electro-hydraulics go overseas

The first production batch of Feedback Instruments Ltd.'s electro-hydraulic servomechanisms, type EHS160, has just been shipped.

This initial batch from the Crowborough, Sussex, firm has gone to technical colleges throughout the world – to Norway, Canada, Switzerland and the United Arab Republic.

The EHS160 is intended for experimental use both by students who are beginning their studies of closed-loop systems and by those who have already grasped the essentials of control theory and wish to study the characterization peculiar o hydraulic systems.

HS.748 for Brunei

Sir Dennis White, Brunei Government Agent in Britain, and Mr. C. J. Hayes, chairman of the Crown Agents, attended a ceremony at Hawker Siddeley Aviation Ltd., Woodford, Manchester, on January 18, during which Sir Dennis formally took over an HS.748 aircraft equipped with Rolls-Royce Dart engines, purchased by the Crown Agents on behalf of the Government of Brunei.

Although the aircraft is primarily for the Sultan's personal use on State visits, etc., it has other roles to which it can be changed quite easily. It can, for example, be used as a freighter. The aircraft is also equipped to provide search and rescue capabilities.

£34,000 order booked at fair

At the recent Frankfurt International Fair for Furnishing Fabrics and Household Textiles, a Japanese importer ordered travelling rugs in 100 per cent wool, valued at £34,000, from William Greenwood & Son (Dewsbury) Ltd.

£1 million coke oven order

The coke oven division of Simon-Carves Ltd. has received orders through Simon-Carves (Australia) Pty. Ltd. for coke oven machines to a total value of approximately £1 million. The orders, placed by Australian Iron and Steel Ltd., Port Kembla, cover three sets of new machines for 5-metre ovens, together with modifications to modernize existing machines.

Simon-Carves (a Simon Engineering company) now have orders for modern coke oven machines in several countries totalling approximately £2.2 million.

Mini-recorder ordered for aircraft

South African Airways (SAA) have specified mini-versions of the Epsylon flight data acquisition system (EFDAS) for their three recently ordered Hawker Siddeley 748s. The new order for Epsylon recorders continues SAA's previous use of EFDAS equipment. All aircraft in its large fleet of Boeing 707s, Boeing 727s, Boeing 737s and Viscounts are fitted with the British-designed and built recording system.

The new medium-size, short-haul passenger HS 748s aircraft will be used by the airline on its domestic services. More than 240 HS 748s have been sold to airlines round the world.

Instruments for Yugoslav plant

The Yugoslav Government has ordered analytical and quality control instrumentation worth nearly £250,000 from Applied Research Laboratories Ltd., Luton. The equipment is for a large new steel complex at Zenica and constitutes the biggest single export order which ARL have obtained to date. It is regarded by the company as the first stage in the equipment of the entire Zenica plant with ARL analytical instruments.

Instrumentation order for Jumbo Jet centre

The George Kent group announce further successes by two overseas subsidiaries. Kent Instruments (Australia) has received a contract worth A$210,000 from Qantas Airlines, through their consulting engineers, D. Rudd & Partners, Sydney. The contract is for the supply and installation of instrumentation and control equipment at the new Qantas facility at Kingsford Smith Airport, Sydney, for ground-testing of its new Boeing 747 Jumbo jets.

Kent Meters (South Africa) were awarded five major contracts during the second half of 1970 with a total value of some £109,000, for water meters for the cities of Port Elizabeth, Johannesburg, Capetown, Pretoria and Windhoek.

Accommodation units ordered

The international division of J. E. Lesser (Prefabricated Buildings) Ltd., Hounslow, Middlesex, have received orders to the value of £250,000 for their Supaskid portable accommodation units and Supalite bungalows. These include fully furnished bed-sitting room units for Traction et Electricité, Belgium, for a bauxite mining project in the Republic of Guinea; 61 units forming a complete labour camp for Compagne Générale d'Enterprise Electrique of France for the same project; Supaskids and Supalite bungalows for Brown Boveri (Mannheim division) in Germany for a major overhead-cable laying project in the Congo; and living quarters (fitted with flame-proofed electrical gear and capable of withstanding wind speeds up to 125 mph) for an Amoco North Sea offshore production platform.

£210,000 contract for carpet machinery firm

A £210,000 order for a complete tufted carpet manufacturing plant for Czechoslovakia has been secured by Singer-Cobble Ltd. of Blackburn.

Comprising four tufting machines, a latex plant and ancillary equipment, the plant will be erected in Slovakia.

Twenty lorries from Czechoslovakia transported sections of the plant over the 1,000-mile plus route to Revuca where it will be erected over a three-month period by a Singer-Cobble team of technical engineers.

Three of the Czechoslovak executives who will be responsible for the operation of the plant when erected have just completed an intensive two-week training course at the Blackburn factory.

Equipment for Irish project

Two Simon Engineering companies, Henry-Simon Ltd., Stockport, and Simon-Vicars Ltd., Earlestown, have received orders for approximately £550,000-worth of automatic biscuit-making equipment to be installed in Irish Biscuits' new £4-million factory being built at Tallaght, on the outskirts of Dublin.

£350,000 Gulf contract

Tarmac Construction Ltd. have won their third Gulf contract in just over a year with a £350,000 order from British Petroleum for crude oil process units on Das Island. Tarmac's London-based process engineering division will design, supply and procure process units for the Abu Dhabi Marine Areas Ltd. installation on the island. British Petroleum are part-owners and engineering managers of the installation.

Tarmac are currently at work on the Sharjah Port development and a jumbo-jet apron at Bahrain Airport.

On the new motorway south of Oslo, Errut/Macdonald pneumatic concrete scabblers exported by Errut Products Ltd., of London, are helping to speed the work of bridge construction as well as general work on the motorway. Picture shows a U11 scabbler on the left and three U7 scabblers in use simultaneously levelling the road surface and keying the surface ready for topping.

Pump contracts worth £280,000

Weir Pumps Ltd. of Cathcart, Glasgow, a member of the engineering division of the Weir group, has been awarded contracts valued at over £280,000 for pumping equipment for use in new power stations in Sweden and South Korea.

The Swedish contract, received from ASEA-ATOM and valued at over £140,000, is for the design and manufacture of three single-stage, high-speed reactor feed pumps, and three vertically suspended condensate extraction pumps for use in the new 580-megawatt Barsebaeck I nuclear power station.

This is the fifth major power station contract from Sweden to be awarded in recent years to Weir; previous contracts were for boiler feed and reactor feed pumps at Stenungsund, Hasselby, Ringhals I and Oskarshamn power stations.

The South Korean order, received from English Electric-AEI Turbine Generators Ltd., is also valued at over £140,000 and calls for the supply of two 66-in. bore bowl-type pumps for circulating main condenser cooling water and 15 smaller pumps for oil and water transfer duties for use in the 300-megawatt Yosu power station.

This contract brings the total value of Weir pumps ordered for South Korea in the past 12 months to almost £500,000.

Corrugator for Finnish plant

G. A. Serlachius Oy, one of Finland's largest paper and board producers, have placed an order with Masson Scott Thrissell Engineering Ltd. for a 96-in. Langston Masson heavy-duty corrugator with 'B' and 'C' flute single facers. This corrugator will be installed in the new Tako plant at Lielahti, four miles from the centre of Tampere, and will include shaftless mill roll stands, preheaters, preconditioners and duplex glue machine fitted with both Langston Masson 'Glu-print' and the latest 'Glu-Therm' feature.

A Langston Masson shortened double facer with tilting steam chests, a rotary shear and triplex slitter scorer with web director, Langston Masson triplex 182 cut-off and automatic order change device completes the installation.

£250,000 Australian business

Robert Hudson (Raletrux) Ltd., Leeds, have supplied a repeat order of 24 120-cu. ft. development bottom discharge mine cars to the Mount Isa Mines, Queensland, Australia, making a total of 56 Robert Hudson cars of this type now in use there. An additional 40 cars have also been ordered for the development of the new Hilton Mine near the existing Mount Isa site.

This order has been placed through Hudson Mining Services – a division of Hudson's Australian associates, McFee Construction Engineering (Pty.) Ltd. of Sydney – for manufacture in the United Kingdom.

Mount Isa also has 36 400-cu. ft. Hudson Rockflo cars operating successfully on their main production haulage.

This latest order means that Robert Hudson has received business worth close to £250,000 from Mount Isa Mines Ltd. over the last few years.

Orders for high-speed dyeing presses

Since acquiring the CVA dyeing press business from Kearney & Trecker Ltd. in July 1970, Rockwell Machine Tool Co. Ltd., a TI company, have received orders for presses valued at more than £160,000. Over half the orders were for machines for export to one of the world's largest manufacturers of electrical equipment in Europe.

£13,000 Belgian contract

A five-head Bexuda filler, supplied to Belgium by Becker Equipment and Lifts Ltd., Wembley, Middx., is now in operation filling paste-wax polish containers. The machine, installed at the Ca Va Seul SA plant at Vilvoorde, is fully automatic, and is complete with conveyor, heated hopper, bubble burster, and a 40-ft. long cooling tunnel.

The filler with its conveyor and tunnel, is the largest filling line yet made by Becker. The contract for the machine was valued at over £13,000.

£100,000 machines for Brazil

Four Wellman mobile machines (a 1,500 kg box charger, a 3,200 kg slab handler and a 1,500 kg. ingot handler, and a 1-ton manipulator) are to be used at a new steel plant being built in Brazil. The order, worth approximately £100,000, was placed by GKN Contractors Ltd., who are involved in the building of the plant for Acos Finos Piratini at Charqueadas, Brazil.

This is the biggest South American order so far received by Wellman Mechanical Equipment Ltd., Darlaston, Staffs. – other recent exports have gone to France, Switzerland and South Africa – and takes the current order book of the company's mobile machines division past the £500,000 mark.

Completion of contract

The consortium formed by Capital Plant (International) Ltd. (Whessoe, Motherwell Bridge, Newton Chambers and Derek Lennon Associates) and two Iranian companies, Batiman Construction Company and Tessa Company, announce the completion of a contract comprising a concrete bridge 750 ft. long over the River Musharagheh in the very short time of five weeks. To accomplish this task the river had to be diverted, and it was essential that the job should be completed before the rainy season set in.

The project forms an additional part to the £1.5 million contract recently awarded to the consortium by the National Iranian Oil Company for the Marun No. 3 gas compressor station and was needed for the completion of the project so that the 160-ton compressors being transported from France by road could be delivered to the site.

Transformers for Brazil

Parsons Peebles report their first major transformer contract for 1971 – an order worth nearly £300,000 for two 225 MVA 330/245 kV transmission auto-transformers for Brazil. The first power transformer contract to be received by Parsons Peebles from that country, it follows the company's successes last year in Central and South America.

The two transformers, due for delivery in the summer of 1972, will be installed at the Itumbiara substation of Central Eletrica de Furnas, SA, some 300 kilometres south-west of Brasilia.

£150,000 contract in Chile

A contract worth more than £150,000 to supply mechanical handling equipment to the largest steel works in Chile has been won against stiff opposition by Hodgkinson Bennis Ltd., Little Hulton, Manchester. The plant, designed and built in the company's factory, will be fully commissioned at the Huachipato works of CAP (Compania de Acero del Pacifico SA) near Concepcion, Chile, in 1972.

£800,000 orders in year

Orders totalling £320,000 have been secured by the Electric Construction Company, Wolverhampton, part of the motor control gear and rotating plant division of the Aberdare group of companies. These bring the company's export orders to £800,000 in the 12-month period.

The latest orders cover three rolling mill drives for South Africa, Brazil and Portugal; a number of brf generators for Canada, South Africa and Denmark; and several ac motors for Hong Kong.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232 - Telex EconPlan 55472 - message to be prefixed for COI).

NORTH MIDLAND: Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which is has not been possible to identify.

FRANCE

Liberalization of imports

THE FRENCH *Journal Officiel* of January 7 announced the liberalization (with immediate effect) of the following goods previously subject to quantitative restrictions when imported into France from all countries.

Tariff No.	Description
Ex 27.10 A III b	Aviation spirit (1) (2)
27.10 B III a	Kerosene, other than jet fuel (2)
27.12 A	Crude petroleum jelly (2)
27.13 A	Ozokerite, lignite wax or peat wax (2)
27.14	Petroleum bitumen, petroleum coke and other residues of petroleum oils or of oils from bituminous minerals (2)
27.16	Bituminous mixtures based on natural asphalt, on natural bitumen, on petroleum bitumen, on mineral tar or on mineral tar pitch (bituminous mastics, cut backs, etc.):
Ex B	Other than bituminous mastics: Cut backs, emulsions of petroleum and the like (2)
Ex 34.04	Prepared waxes, not emulsified or containing solvents, with a basis of paraffin wax or micro-crystalline wax (2)
38.19 E	Mixed alkylenes

(1) As specified in Table B, index 9 of article 265 of the French Customs Code.

(2) Admission under these headings is subject to the formalities laid down for the importation of products

British exporters may address any inquiries relating to this notice to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 423/408/288).

Import regulations for certain foodstuffs

THE FRENCH, *Journal Officiel* of January 16 published a notice setting out the customs duty, variable levies and maximum rates which apply from January 16, 1971, to certain foodstuffs in the following tariff headings:

Tariff Nos. 17.04, 18.06, 19.01, 19.02, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05 and 38.12 (for the sake of brevity the descriptions have been omitted but can be seen in a condensed form in the *Board of Trade Journal* of July 1, 1970, page 27).

British exporters may address any inquiries relating to this notice to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 423/408/288) where the full French text may be seen.

Global quota for preserved tunny fish and bonitos

THE FRENCH *Journal Officiel* of January 14 announced the opening of a quota for the import of preserved tunny fish and bonitos (Tariff nos. 16.04 E and 16.04 ex F) originating in and imported from all countries other than those of the franc zone and member countries of the EEC.

Import licence applications on Form AC, stating clearly the country of origin or the country from which imports are to be effected, should be submitted to the Direction générale des douanes et droits indirects (division E), 8 rue de la Tour des Dames, 9e. and will be approved as and when received.

British exporters may address inquiries relating to this notice to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288).

Duty quota for herrings

FOLLOWING EEC Regulations Nos. 1075/70 and 2264/70 and further to the Arrêté of June 22, 1970, fixing the amount and conditions of importation, the French *Journal Officiel* of January 14 announced that, with effect from December 16, 1970, the residual amount for the duty free quota for herrings, fresh, chilled or frozen, whole, headless or sliced (Tariff No. 03.01 BI a 2) has been fixed at 200 metric tons.

British exporters may address inquiries relating to this notice to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288).

(Continued on next page)

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FRANCE, *continued*

Customs tariff modifications

THE FRENCH *Journal Officiel* of January 9 announced that in accordance with EEC No. 2613/70, the following customs tariff modifications will be in force from January 15, 1971.

Tariff No.	Description	Tariff rate
20.07	Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit:	
A	Of a density exceeding 1·33 at 15°C:	
I	Of grapes:	
a	Of a value exceeding 122·19 Fr. per 100 kgs. net weight	50%
b	Of a value of 122·19 Fr. or less per 100 kg. net weight:	
1	Containing added sugar exceeding 30% by weight	50% (a)
2	Other	50%
II	Of apples or pears; mixtures of apple and pear juice:	
a	Of a value exceeding 122·19 Fr. per 100 kg net weight	42%
b	Of a value of 122·19 Fr. or less per 100 kg. net weight:	
1	Containing added sugar exceeding 30% by weight	42% (a)
2	Other	42%
III	Other:	
a	Of a value exceeding 166·63 Fr. per 100 kg. net weight	42%
b	Of a value of 166·63 Fr. or less per 100 kg. net weight:	
1	Containing added sugar exceeding 30% by weight	42% (a)
2	Other	42%

(a) This duty is subject to an additional variable levy on the sugar content as laid down in European Community Council Regulations, the rates of which are published in notices to importers.

British exporters may address any inquiries relating to this notice to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288).

BELGIUM AND LUXEMBOURG

Changes in excise duties

THE *Moniteur Belge* of December 30, 1970 published the text of a decree of December 17, 1970 altering the rates of excise duty on certain mineral oils and products containing mineral oils imported into Belgium and Luxembourg. The mineral oils affected are medium oils, heavy oils and medium distillate fuels, other than those used as raw materials in industry. The products affected are those containing medium mineral oils suitable for use as motor fuel (which are now exempted) and those products containing undenatured medium oils (which are now dutiable).

British exporters may obtain details of the changes and further information from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 288, 7175, 408, 423).

ITALY

Chemical additives to foodstuffs

AN ITALIAN Ministerial Decree dated December 15, 1970, published in the *Gazzetta Ufficiale* of January 9, sets out changes and additions to the list of chemical additives permitted in the preparation of foodstuffs. These cover the sections dealing with preservatives, thickening agents, surface active preparations, substances for surface treatment and colouring matter.

Inquiries from British exporters relating to this notice may be made of Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 467).

Ban on poultry imports

AN ITALIAN veterinary services communication states that, because of outbreaks of fowl pest (Newcastle disease) imports into Italy of poultry, chicks, hatching eggs and eggs for human consumption from England and Wales are prohibited until further notice.

Inquiries relating to this notice should be addressed to the Ministry of Agriculture, Fisheries and Food (Export Section), (Tel. 01-337 6611, Ext. 148).

SPAIN

Customs tariff modifications

THE SPANISH *State Gazette* of January 16 announced the following modifications to the Spanish customs tariff as from February 1.

Tariff heading	Description	Definitive duty	Transitory duty
		Per cent	Per cent
29.01-A	Acyclic, cyclanic, cyclenic and cycloterpenic hydrocarbons:		
3	Other:		
(a)	Ethylene	14	1
(b)	Other	14	9
29.02- A 9	Vinyl chloride	30	16
29.06-A 1	Phenol and its salts	20	1
29.06-A 5	Beta-naphthol and its salts	25	5
29.14-D	Acrylic and methacrylic acids, their salts and esters	29	10

Duty-free import quotas

THE SPANISH *State Gazette* of January 16 announced the following duty-free import quotas.

Tariff heading	Description	Quota in tons	Valid until
48.01-D 3 c 1	Newsprint for daily newspapers	35,000	June 30
47.01-B 1 b } 47.01-B 2 a }	Chemical pulp for the manufacture of newsprint for daily newspapers	17,000	June 30

Customs duty: acrylic fibres and yarns

THE SPANISH *State Gazette* of January 16, announced that the minimum specific customs duty established on the following tariff headings has been removed from January 16: 56.01-A 3, 56.02-A 3, 56.04-A3 and 56.05-A 3.

Duty-free import quota: coking coal

THE SPANISH *State Gazette* of January 16 announced the following duty-free import quota: (tariff heading 27.01-A) 3,400,000 tons.

Inquiries from British exporters about these notices should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

AUSTRIA

Food labelling regulations

THE BRITISH EMBASSY in Vienna has reported that the Austrian Ministry of Trade have issued two amending regulations on the compulsory labelling of certain prepacked foods.

The first is that the original regulation which allowed food packed before January 1, 1970 to be offered for retail sale under existing labels until December 31, 1970, has been extended until June 30, 1971 for stocks held by retailers at December 31, 1970.

Secondly, labels covering non-perishable meat and meat products, fish and fish products, vegetables and fruit do not have to refer to the pasteurization, sterilization, deep freeze or drying process employed in the manufacture of the food, or to state, in German, the conditions of storage.

Inquiries about this notice from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

YUGOSLAVIA

Devaluation of the dinar

THE YUGOSLAV dinar was devalued by 20 per cent with effect from midnight on January 23/24; the new parity is 15 dinars to the dollar and 36 dinars to the pound.

Devaluation was accompanied by abolition of the import deposit scheme, and savings not withdrawn within the next six months will attract an additional 6 per cent interest. The price freeze introduced

last October is maintained and incomes restraint is continued with the exception of the lowest paid workers.

Inquiries about this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2338 and 2339).

TURKEY

Decreases in rates of import duty

THE TURKISH authorities have announced some amendments in rates of import duty. The items affected are as follows:

Item No.	Commodity	Old rate	New rate
15.02	Tallow	40%	15%
76.01	Crude aluminium (Provided importation is authorized by the Ministry of Industry)	10%	Exempt
85.03	Dry batteries	50%	1%
85.04	Lead and acid accumulators	50%	1%
78.01	Crude lead	35%	8%
79.01	Crude zinc in ingots	25%	Exempt

Revocation of GATT Tariff Concessions

BY DECREE No. 7/1610 in the Turkish *Official Gazette* of November 22, 1970, the Turkish authorities, with the agreement of the contracting parties to GATT, have revoked, for some products, the tariff concessions agreed by Turkey at the time of negotiations. The products affected are listed below to which the 'legal rates' of the Customs Import Tariff again apply:

Item No.	Commodity	Legal rate	GATT rate
Ex 15.11*	Glycerine	40%	30%
Ex 28.03	Carbon, etc.: (b) Other than vegetable blacks	30%	20%
Ex 29.02	Pure DDT	25%	10%
Ex 29.15	Phthalic acid, phthalic anhydride and their esters	30%	15%
Ex 29.19	Tributyl phosphate, triphenic phosphate, tricesyl phosphate	25%	15%
38.11	Disinfectants, insecticides, fungicides, weed killers, etc.		
*	Insecticides	40%	5%
*	Other	40%	20%
Ex 39.01 03 04 05 06	Preparations in form of liquid or paste (including emulsions, dispersions and solutions); blocks (in the shape of rectangular preparations having a length of 2 metres, a breadth of 1·5 metres and a thickness of 10 cm minimum); lumps, powders (including moulding powders), granules, flakes and similar bulk forms; waste and scrap	50%	5%
Ex 47.01	Cellulose	15%	5%
Ex 48.01 b	Paper containing 70% and more of wood pulp, of a weight of 50-55 grammes, both inclusive per square metre	25%	10%
51.01 c	Synthetic yarns, continuous	90%	50%
56.01	Synthetic fibres	50%	25%
73.12	Hoop and strip of iron or steel, hot rolled or cold rolled	30%	20%
82.01 a	Scythes	50%	30%
Ex 85.23	Underground and submarine cables (after having been insulated with material of any kind, armoured with a single wire or with several wires twisted together, or with tubes or plates of base metal)	50%	50%
87.01	Tractors	30%	15%

* The legal rate on these items, by a subsequent decree, has now been raised to 60 per cent (Glycerine); 50 per cent (Disinfectants, etc.).

Inquiries from British exporters about these notices should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

NORWAY

Price freeze

THE NORWEGIAN Ministry of Wages and Prices have announced certain exceptions to the regulation whereby importers cannot raise their selling prices as a consequence of higher import prices. (See second sentence, provision 2 of the notice published in *Trade and Industry* dated December 30, 1970, page 607.) The exceptions are limited and apply to the following items only.

1. Fresh fruits, berries and vegetables, potatoes, fresh meat and pork, eggs, sugar, salt, coffee, tea, cocoa, wines, spirits and flowers.
2. Fresh and smoked fish, shellfish, whale meat and game.
3. Metals, coal, coke, rubber, chemicals, wool and cotton, grain, vegetable oils and fats in the form in which these commodities are subject to normal quotation on the international exchanges.

British exporters should address their inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 458, 459 and 461).

ISRAEL

Law of Contracts

THE ISRAEL authorities have issued a new Law of Contracts (Remedies for Breach of Contract) 1970. This will come into force on March 27; the previous law shall continue to apply to all contracts made before the coming into force of the new law.

Copies of an official translation of the new law are now available from Export Data Branch, 2 Department of Trade and Industry, Room J.02, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 477).

LIBYA

Marine insurance

THE LIBYAN Central Banking Authority has directed all local banks not to open Letters of Credit except on production of a certificate of marine insurance from a local insurance company.

British exporters dealing on a Letter of Credit will therefore in future be obliged to quote c and f instead of cif. This new requirement applies only to Letter of Credit transactions and not to those payable on a collection basis.

Inquiries about this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

ZAMBIA

Import control

THE ZAMBIA Control of Goods (Import and Export) (Agriculture) (Amendment) Order, 1971 amends, with effect from January 12, the list of goods subject to import and export control by the deletion of item 10: Fish meal, in the Second Schedule and the substitution therefor of the following: 10. Fish, whether fresh or dried, including fish meal.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

SIERRA LEONE

Application for import licences, 1971

IN A NOTICE published in *Trade and Industry* of October 21, 1970 (pages 47-48) details were given of Sierrra Leone Government Notices 1035 and 1036, which invited applications from importers for those goods they desire to import into Sierra Leone during the period ending December 1971. This notice is now amended by Government Notice No. 4 published in the *Sierra Leone Gazette* of January 7 to include the following item for which specific licences are required:

Customs classification	Schedule items
697-213	Domestic holloware of iron and steel (steel trunks)

Inquiries from British exporters relating to his notice should be

(Continued on next page)

SIERRA LEONE, *continued*

addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

EAST AFRICA

Customs tariff changes

FURTHER TO THE notice concerning the Arusha Agreement which was published in *Trade and Industry* on January 6, page 36, the tariff changes resulting from the ratification of the East African Community's (Kenya, Uganda and Tanzania) Agreement with the European Economic Community (the Arusha Agreement) have now been published, and the First Schedules to the Kenya, Uganda and Tanzania Customs Tariff Acts are amended, with effect from January 1, to the following extent:

(a) in Tariff No. 15.07 (which relates to fixed vegetable oils) by substituting for subheading C the following:

Tariff No.	Tariff Heading	Fiscal entry	Import duty	
			Full	EEC
15.07	C. Olive oil	48%	2%	Free
	D. Other	50%	Free	Free

(b) by substituting for the existing rates of fiscal entry and import duty the rates specified in the third, fourth and fifth columns below:

Tariff No.	Relating to	Fiscal entry	Import duty	
			Full	EEC
11.07	Malt, roasted or not	37%	13%	Free
12.06	Hop cones and lupulin	10%	5%	Free
16.04	Prepared or preserved fish, etc.	47½%	21½%	Free
17.04	Sugar confectionery, etc.	47%	3%	Free
18.06	Chocolate, etc.	42%	8%	Free
21.06 A	Baker's yeast, etc.	26%	4%	Free
22.05 A (2)	Still wine and grape must in bottle	Per litre Sh. 4/29 or 66⅔%	Per litre Cents 11	Free
22.05 B (1)	Champagne	Per litre Sh. 6/91 or 66⅔%	Per litre Cents 44	Free
22.05 B (2)	Other sparkling wine	Per litre Sh. 4/82 or 66⅔%	Per litre Cents 33	Free
22.06 B	Vermouths, etc., in bottle	Per litre Sh. 4/18 or 66⅔%	Per litre Cents 22	Free
22.09 B	Brandy	Per proof litre Sh. 42/90	Per proof litre Sh. 1/10	Free
32.04 A	Colouring matter, etc., for colouring foodstuffs, etc.	30½%	7%	Free
32.12	Glazier's putty, etc.	21%	9%	Free
33.01 A	Essential oils, etc., for use in the manufacture of perfumery, etc.	68%	7%	Free
33.01 B	Other essential oils, etc.	23%	7%	Free
35.03 A	Gelatin	22%	8%	Free
37.02	Film in rolls, etc.	27%	3%	Free
37.07 C (3)	Other cinematograph film, etc., of a width exceeding 16 mm.	Per metre Cents 75½	Per metre Cents 6½	Free
48.01 A (1)	Cigarette paper	43%	2%	Free
48.10	Cigarette paper, cut to size	40%	5%	Free
58.02	Other carpets, etc.	25%	5%	Free
70.08	Safety glass	25%	5%	Free
70.09	Glass mirrors	27%	3%	Free
70.13	Glassware, etc.	30%	3½%	Free
73.13 C (1)	Sheets and plates, etc., flat, uncoated of a thickness of ·355 mm. or less	Per sq. metre Cents 32 or 12%	3%	Free
73.27 A	Wire grill	25%	5%	Free
73.36 B	Other stoves, etc.	25%	5%	Free
74.17 B	Other cooking and heating apparatus, etc.	25%	5%	Free
84.17 A	Instantaneous and storage water heaters	12%	3%	Free
84.20 B	Weighing machinery, etc.	25%	5%	Free
84.51	Typewriters, etc.	26%	4%	Free
84.52	Calculating machines, etc.	28%	2%	Free
84.54	Other office machines, etc.	23%	7%	Free
84.55	Parts and accessories, etc.	21%	9%	Free
85.06 A	Electric fans	25%	5%	Free
85.15 A	Radio and television receiving sets and radiograms	Each Sh. 50 or 47%	3%	Free
87.06 C	Other parts of motor vehicles, etc.	28½%	5%	Free
90.01 A	Lenses, etc., unmounted, suitable for use with telescopes, cameras, etc.	23%	7%	Free
90.02 A	Lenses, etc., mounted, suitable for use with telescopes, cameras, etc.	23%	7%	Free
90.05	Refracting telescopes, etc.	23%	7%	Free
90.07 B	Other photographic cameras, etc.	25%	5%	Free
90.08	Cinematographic cameras, etc.	25%	5%	Free
90.09 B	Other image projectors, etc.	25%	5%	Free
90.16 A	Measuring rods, etc.	23%	7%	Free
91.01	Pocket watches, etc.	27½%	2½%	Free
91.02	Clocks with watch movements, etc.	25%	5%	Free
91.04 B	Other clocks	25%	5%	Free
92.01	Pianos, etc.	25%	5%	Free
92.02	Other string musical instruments	25%	5%	Free
92.03	Pipe and reed organs, etc.	25%	5%	Free
92.04	Accordions, etc.	25%	5%	Free
92.05	Other wind musical instruments	25%	5%	Free
92.06	Percussion musical instruments	25%	5%	Free
92.07	Electro-magnetic, etc., musical instruments	25%	5%	Free
92.08	Other musical instruments	25%	5%	Free
92.09	Musical instrument strings	25%	5%	Free
92.10	Musical instrument parts and accessories	25%	5%	Free
92.11	Gramophones, etc.	30%	7½%	Free
92.12 C	Gramophone records	Each Sh 1½ or 32%	5%	Free
92.12 D	Other sound recordings	25%	5%	Free
92.13	Parts of gramophones, etc.	35%	2½%	Free

Note:

The EEC pay the rates of duty shown in columns three and five, whilst the United Kingdom and all other countries pay the rates of duty shown in columns three and four.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

SINGAPORE

Customs duties amendments

THE SINGAPORE *Government Gazette* dated January 15 published the Customs Duties (Amendment) Order, 1971, which amends the Schedule to the Customs Duties Order, 1969, by the addition of the following:

Code	Description	Unit of quantity	Customs duty		
			Full	Pref.	Excise
662 451	Glazed floor, hearth and wall tiles, other than those falling within code 662 451-9, of ceramic materials	Ton	Nil	Nil	Nil
662 451-9	Glazed wall tiles of ceramic materials in sizes 4 in. by 4 in. and above	Ton	25% or 1½ cents each	25% or 1½ cents each	Nil

Any inquiries from British exporters concerning this notice should be made to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468 and 469).

NEW ZEALAND

Emergency Protection Authority

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of liquid supply and production meters.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	British Preferential	Most Favoured Nation	General
Ex 90.26.29	Free	20%	25%

The Emergency Protection Authority is required to report to the Minister by February 17.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents or the

Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone: Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 855/69.

Customs tariff inquiry: 'rotoridgers'

THE NEW ZEALAND Minister of Customs has referred to the Tariff and Development Board for inquiry and report the question whether 'Rotoridgers,' being machines for ridging up potatoes and similar root crops, should be determined to be classified under Tariff item 84.24.97.

Present classification of these machines is under Tariff item 84.24.98, which provides for duty-free admission from all sources. The rates of duty provided for under Tariff item 84.24.97 are BP 20 per cent and General 20 per cent, or such lower rates of duty as the Minister may in any case direct.

In the course of its inquiry the Board will also consider the question of import licensing as it affects the goods in question.

The public inquiry will take place in Wellington on Wednesday, April 14, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than Friday, March 29. 'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade,' telephone: Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member – details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 273/71.

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8

MEXICO

Import licensing amendments

IMPORT into Mexico of the following goods has been made subject to licence until the dates indicated.

Tariff No.	Description
Until December 30, 1971	
70.20 A 005	Filaments, up to 2 mm. in diameter, with a length of 10 cm. or less, unless included in 70.20 A 014
70.20 A 008	Glass fabric tubes, whether or not covered with plastic, with an inside diameter of 5 cm. or less, with a minimum dielectric resistance of 1,000 volts
70.20 A 009	Strips or bands of glass fibre fabrics, in rolls, whether or not covered with plastic, 15 cm. or less in width, weighing up to 1,100 grammes, per square metre, with a minimum dielectric resistance of 21,000 volts per millimetre of thickness
70.20 A 011	Bags for pressure or vacuum filters
Until January 1, 1972	
29.23 D 006	Glutamic acid except that of 29.23 D 007
29.23 D 007	Dextroglutamic acid
29.23 D 023	Sodium glutamate
Until January 3, 1972	
85.11 C 999	Other
Until July 7, 1971	
85.03 A 004	Dry, cylindrical, of diameter more than 12 but not exceeding 20 mm. with length of 45 to 55 mm, except those mentioned in 85.03 A 001
85.03 A 005	Dry, rectangular, whose measurement in mm, is length 40 to 55, width 22 to 28 and thickness 12 to 18, except those mentioned in 85.03 A 001
85.03 A 006	Dry, cylindrical, whose diameter is more than 20 but not exceeding 28 mm with length of 45 to 55 mm, except those mentioned in 85.03 A 001
85.03 A 007	Dry, cylindrical, whose diameter is more than 31 but not exceeding 39 mm, with length of 55 to 65 mm, except those mentioned in 85.03 A 001
Until January 7, 1972	
82.13 A 999	Other
Until November 20	
29.35 C 162	1, 2-Dihidro-2, 2, 4-trimetil-6-fenilquinolina
29.35 C 163	6-Dodecil-1, 2-dihidro-2, 2, 4-trimetil-quinolina
Until June 9	
83.02 A 999	Others
Until December 9, 1972	
90.17 A 081	Stethoscopes
Until June 10	
84.63 B 005	Bearings (bushes) except those in 84.63 B 010
Until June 18	
84.22 B 004	Mechanical jacks
84.49 A 004	Rotating hammer rock drills
Until December 18, 1973	
48.07 A 044	Suitable for making copies without carbon paper
Until December 21,	
29.01 B 999	Others
90.19 A 005	Traction apparatus for fractures
90.19 A 007	Splints and boards for fractures
90.19 A 008	Nails, screws or plates
90.19 A 009	Arch supports (orthopaedic prosthesis) of stainless steel
90.19 A 010	Screws for bones
90.19 A 011	Clamps for bones
Until July 8, 1971	
85.24 A 002	Lamp carbons
85.24 A 003	Battery carbons
Until January 8, 1974	
82.01 A 003	Pitchforks, forks and rakes
Until January 8, 1973	
73.30 A 001	Anchors and grapnels and parts thereof
73.32 A 002	Bolts with expanding nuts (hexagonal heads and wedge)
73.32 A 006	Screws with sliding interior adjustment
73.32 A 018	Anchor bolts
Until January 10, 1972	
82.05 A 040	Drills, with operating part of tungsten carbide, weighing up to 960 grammes, diameter of cutting edge not exceeding 2·55 cm and length up to 20 cm.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476, 7312).

PERU

Changes in the excise tax on tobacco and alcoholic beverages

THE PERUVIAN budget for 1971 and 1972, announced on December 24, 1970, introduced two laws (No. 18699 and No. 18702) pertaining to the Peruvian excise tax regulations. No. 18699 alters the tax payable on imported raw and semi-manufactured tobacco and raises the sale price to the Peruvian public, of cigarettes (light tobacco) by 20 per cent. No. 18702 increases the excise tax on alcohol and alcoholic beverages. The import duty on all these products remains unchanged.

British exporters can, by specifying their products, obtain further details from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 474, 476 or 7312).

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

VENEZUELA

Tariff rates lowered on some types of ships and boats

THE VENEZUELAN Ministry of Finance, by Decree No. 1 of January 13, has altered the tariff description and rates of duty on tariff No. 735.02 (ships and boats of gross tonnage exceeding 250 tons, not including combat vessels). The rates and new sub-headings are as follows:

Tariff No.	Description	Specific duty Bolivares per Kilo gross
735.02.01	For the transport of persons or goods (merchant vessels), equipped for scientific research; tugs; tankers and other cargo vessels of any type	0·0005
735.02.02	Yachts; sailing vessels and similar	0·025

British exporters should address any inquiries they may have about this notice to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 474, 476 or 7312).

HONDURAS

Customs tariff, import control and monetary policy changes

HM EMBASSY in Tegucigalpa report that by Decree No. 97, published in *La Gaceta* on, and effective from December 31, 1970, the government of the Republic of Honduras has been given wide powers to deal with the country's deteriorating economic position and the balance of payments deficit with the other members of the Central American Common Market (CACM).

The main features of the Decree include: certain unspecified import controls; the extension of the Central American Common External Tariff to apply to imports from other member countries of CACM; tariff reductions on a wide range of essential imports (i.e., foodstuffs, medicines, raw materials and semi-finished products, machinery and heavy transport equipment); the cancellation of certain CACM taxes (including the Economic Stabilization Tax of 30 per cent of import duties, reported in the *Board of Trade Journal* on April 11, 1969, page 1089); and the adjustment of monetary policy by the Central Bank of Honduras to increase production and exports and to bring the balance of payments into equilibrium.

A copy of Decree No. 97 and a list of goods subject to tariff reductions may be seen at Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 474, 476 or 7312).

URUGUAY

Prior deposits

URUGUAYAN Central Bank Circular No. 223 gives details of exemptions from prior deposits (consignacionest for the period January 1 to June 30.

Provisions for capital goods remain as before, with certain modifications. In the case of other goods, an importer may import free of deposit a quota equal to 35 per cent of his deposit-free imports of similar goods during 1970.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 7312, 474 and 476).

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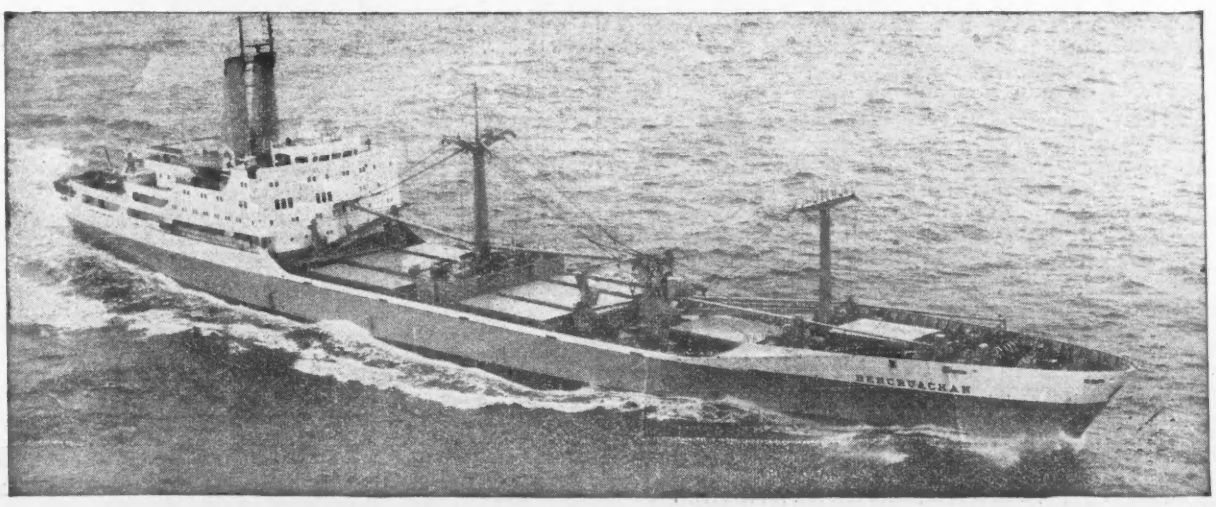

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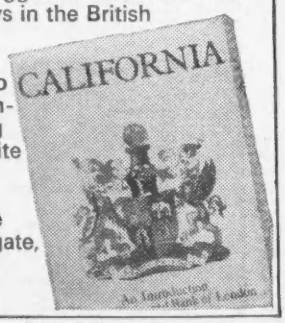

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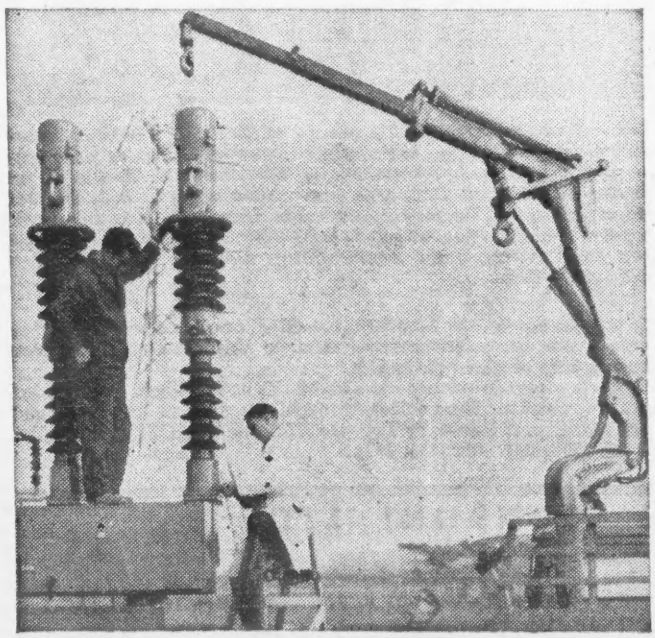
CHILE

Amendments to tariff, permitted import list and prior deposits

THERE HAVE recently been further amendments to the Chilean Customs Schedule, to the Permitted Import List and to rates of prior import deposit.

British exporters can, by specifying their products, obtain further information from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476 and 7312).

BRITISH SWITCHGEAR GOES TO 25 COUNTRIES



Ease of installation is a feature of this range of e.h.v. switchgear which Reyrolle developed specially for overseas markets, and which has been sold in 25 countries since its introduction three years ago.

UNITED STATES

Motor vehicle safety standards

Indirect visibility: Standard 111

THE UNITED STATES National Highway Traffic Safety Administration (previously The National Highway Safety Bureau) proposes to revise Standard 111 Rear View Mirrors with a new standard 111a. Proposed in the new Standard are specifications on indirect field of view requirements and rear view mirror requirements for motor cycles.

The proposed effective date is January 1, 1973 for multipurpose passenger vehicles, trucks, buses and motor cycles, and January 1, 1974 for passenger cars. Proposed additional requirements become effective on January 1, 1976.

Interested persons may submit written comments to the National Highway Traffic Safety Administration, Room 4223, 400 Seventh Street SW, Washington DC 20591, not later than April 22, 1971.

British exporters may obtain further details about this notice from Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference: FR 23.1.71.

DDT and 2,4,5-T products

THE UNITED STATES Environmental Protection Agency have requested the submission of views as to whether DDT and 2, 4, 5-T products should be suspended from public use as being hazardous to public health.

Interested persons have until February 5, to submit written comments to the Environmental Protection Agency, 1626 K Street NW, Washington DC 20460.

British exporters may obtain further information from the United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 20.1.71.

Non-rubber footwear-report

THE UNITED STATES Tariff Commission has reported the results of its investigation of the effect of imports of non-rubber footwear on the domestic industry (notice concerning the investigation was published in the *Board of Trade Journal* on October 2, 1970).

The Commission was divided in its findings and under the law the President may act on the findings of either group. The two Commissioners who made an affirmative finding recommended that action should be taken to protect the industry. If the President agrees with the affirmative finding he may provide tariff adjustment or adjustment assistance or both on all items of footwear subject to the investigations except for slippers, work and athletic footwear and footwear for children and infants.

Further details about this notice may be obtained from the United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

(Continued on next page)

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UNITED STATES, *continued*

Trade regulation rule—amplifiers

THE UNITED STATES Federal Trade Commission has proposed a trade regulation rule to prevent deceptive advertising of power output of sound power amplification equipment for home entertainment products.

Interested persons are invited to submit written comments not later than April 6.

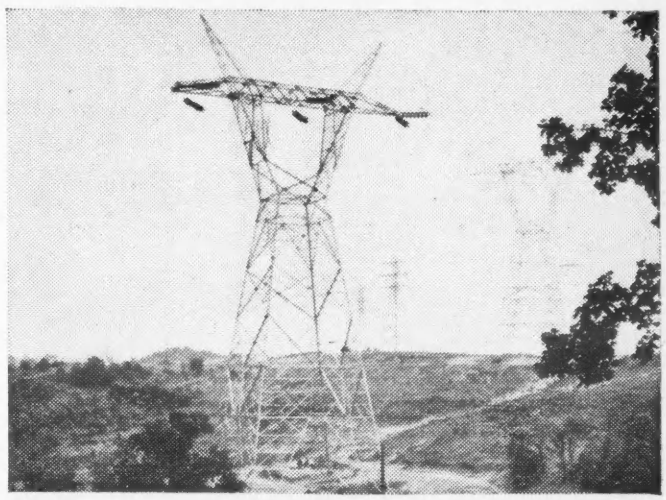
British exporters may obtain further details about this notice from Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Fair Packaging and Labelling Act —candles

THE UNITED STATES Federal Trade Commissioner proposes to exempt candles from certain of the packaging and labelling requirements. This would permit omission of the diameter measurements for candles that are hand-dipped tapers or moulded tapers.

Interested persons may submit written comments to the Secretary, Federal Trade Commission, Washington DC 20580, not later than February 20, 1971.

British exporters may obtain further details from the United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 20.1.71.



Painter Brothers of Hereford, a member of the British Insulated Callender's Cables Ltd. group, has supplied almost 6,000 tons of these self-supporting steel make-off towers for the American Electric Power Service Corporation's 1,200-mile transmission network. It is the first 765-kV network in the United States. The heavy-angle towers cross the Appalachian Mountains and help to link the Big Sandy plant, in Kentucky, with facilities serving the Atomic Energy Gaseous Defusion Project in Southern Ohio.

CANADA

Safety packaging for dispensed medicines

THE CANADIAN Food and Drug Directorate have issued Trade Information Letter No. 344 dated January 6, which mentions that the Canadian Government Specifications Board has published recently a Standard for Safety Containers for pharmaceutical products. The Directorate recommends that pharmacists use containers and closures which meet the specifications of this Standard, 104-GP-1, or other closures showing performance characteristics equivalent to this closure, or dispense drugs in strip or blister packaging.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Exts. 455, 456, 457).

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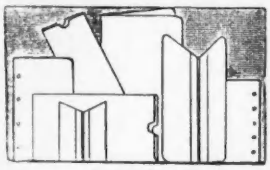

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